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NEW YORK, Feb. 24, 1912 WHOLE NO. 2090



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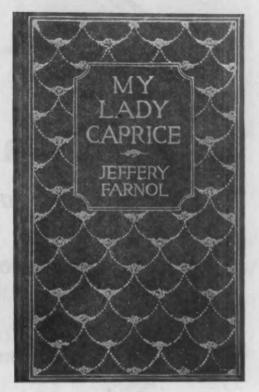
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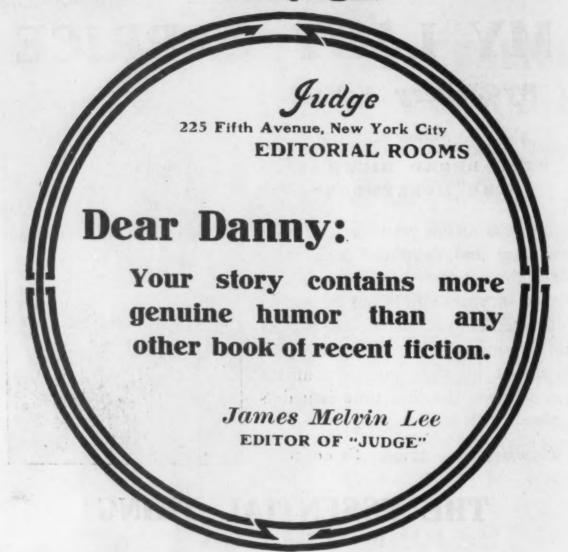
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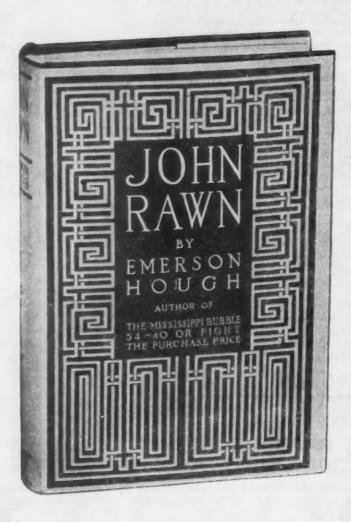
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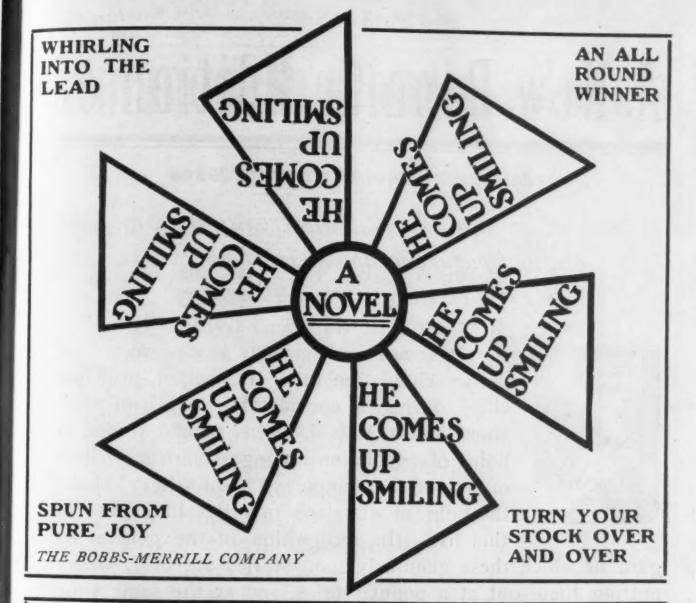


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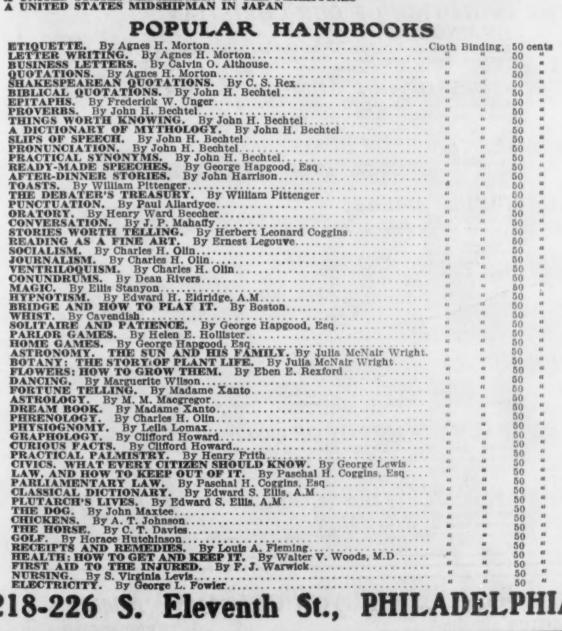
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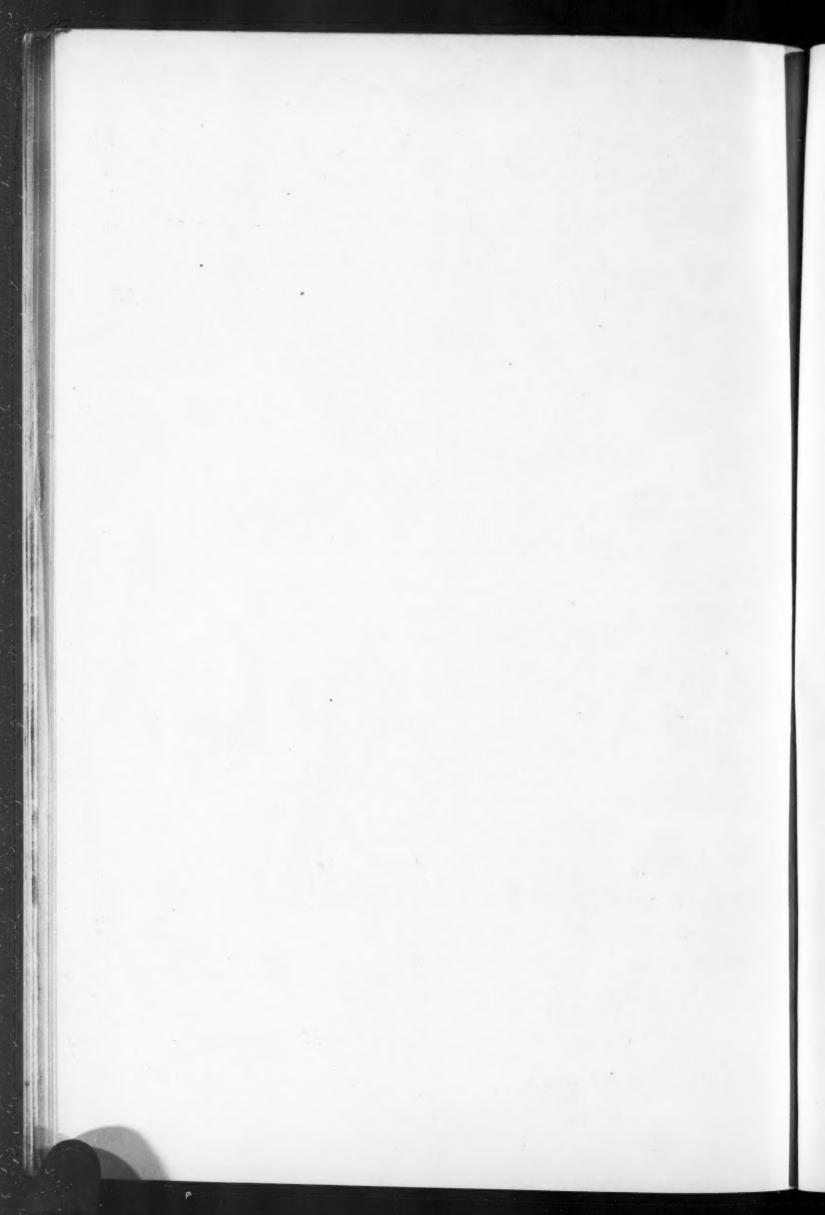
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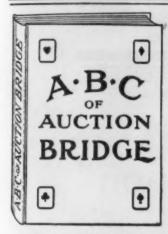
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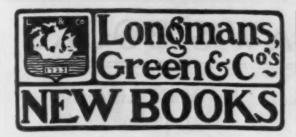
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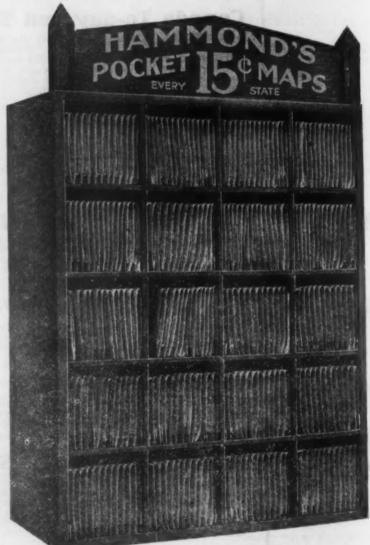
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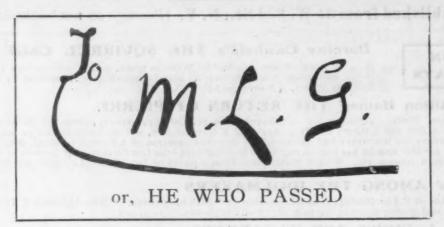
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The Publishers' Weekly

February 24, 1912

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"How do I pick my men?" the manager in question said. He meditated a moment. "I take those with enthusiasm and clean collars."

The more closely that reply is analyzed, the more sufficiently does it indeed seem to sum up the fundamental essentials of genuine salesmanship. Knowledge of the line sold, acquaintance with the buyers, ability to read human nature—all these are important, but only secondarily, for, when you think about it, enthusiasm comprehends and presupposes all of them.

"I don't care whether a salesman knows my line or not," said another sales manager—this one in the book trade—"if he knows his business he can learn the line in a week." This does not mean that knowledge of the line one is selling is not important; it is, vitally so, a knowledge of terms, items, discounts, selling points and retailing problems, a knowledge backward and forward, from A to Z—and not only of one's own line but of all one's competitors'!—but all this is secondary; it can be acquired. The essential, underlying thing is the ability and desire to acquire.

Enthusiasm must be genuine to be effective. It can be cultivated: it cannot be successfully imitated. Fortunate is the sales manager who can inspire it; with few other qualifications he will go far. For with the sales manager, as with the true teacher, the cold-blooded imparting of abstract knowledge is only relatively important; the important thing is the warmblooded inspiration of an overwhelmingly earnest desire to know! No branch of human knowledge is so closely locked that it will not open to that key. Sometimes a hearty handshake will give a salesman more help in his work than a ream of mimeographed stereotyped "selling points." The sales manager should be continually beware of swamping personal contact in a mass of petty detailed "system."

But true selling enthusiasm is never mere gush, it isn't the promiscuous slapping of men on backs—some of them may not like to be slapped! It is enthusiasm based on, and fortified and surrounded by, facts. It is never safe to go out on the road believing that most retailers are fools and that few of them really know their business. Buyers, as a class, were all "born in Missouri": the salesman who thinks he can sell goods on "hot air" alone is very quickly disabused of the notion.

So, too, genuine enthusiasm comprehends loyalty to one's employer. Can a man work enthusiastically for an employer he mistrusts, for a cause in which he disbelieves? Enthusiasm implies confidence in one's own ability, a confidence that absolutely refuses to know that it is beaten. And yet this confidence isn't merely an obstinate persistence that simply antagonizes a buyer; it is the kind of persistence that veers the conversation away from a dangerous "No" long enough for the salesman rapidly to analyze the fatal flaw in his argument and reinforce it at that point—and to do this again and again, if necessary, till he gets his order signed.

This same loyalty implies appreciation and adherence to the policy of the house one is working for. Policies vary: some houses discount freely; some rarely: some "protect" certain lines; others never "protect" any: some encourage the liberal entertainment of customers; other expect the salesman to pay personally for his buyer's luncheon! The point is, whatever your house's policy is, find it out and act accordingly.

"Most sales managers," says Ernest Trigg of John Lucas & Company, in a recent issue of *Printer's Ink*, "have had their experiences

with the whirlwind type of salesman who starts in with colors flying and astonishes every one with the amount of business he turns in. For a while everything runs smoothly, but in time distant rumblings are heard, culminating in an avalanche of complaints from dissatisfied customers about promises made by the salesman which have never been fulfilled, special concessions in prices and terms, agreements to take back unsold stocks, etc., all of which comes as a distinct surprise to the sales manager, and all of which are entirely foreign to the policy of the house. Such experiences as I have just referred to soon bring the sales manager to a position where he religiously avoids the whirlwind type of salesman, preferring the safe, dependable, stable kind, even though they do not at first send in quite so many orders."

Enthusiasm, however, no matter how cordial, spontaneous and well grounded, will never make a sloven into an A1 salesman. "Clean collars" seem a small point; so does a clean shave; so do clean hands and a clean personal reputation-but woe betide the salesman who thinks these things are all so trivial he can ignore them! There is one advertising man who has alienated a large body of prospective customers because he persists in drenching himself with some kind of hair oil. One booktrade salesman failed of success, and when one analyzed his failure it was because he chewed tobacco, not wisely but-too promiscuously! No business man needs to be as careful of his personal appearance—and personal habits-as the salesman, wholesale or "Putting on a front" isn't sufficient: retail. that clean-cut, well-groomed appearance that in itself betokens clear-mindedness and efficiency is a thing that goes a good deal deeper than clothes; the latter are the outward symbols of the inner man.

But in emphasizing enthusiasm and personality as the essentials of salesmanship there is danger of minimizing the importance of systematic training. The importance of knowing your line has already been spoken of, smooth is the path of the salesman who can show the retailer a sure profit in every item of it—but almighty rough will be that salesman's second trip if on his first he fooled the retailer into seeing a lot of profits that weren't there!

Although the technique of salesmanship isn't

learned in a day, it can be learned by anyone who earnestly applies himself to it. But without some measure of inborn salesmanship, of bubbling over, earnest, optimistic enthusiasm to vitalize the dry bones of selling craftsmanship, the salesman can never be what he should be, the vitalizing center of his business.

THE Book Review Digest of the H. W. Wilson Company begins an interesting innovation with its issue for January, 1912. For every book received the Digest computes, for the convenience of book buyers, the cost of the book reduced to a common 1000-word basis: "It is a familiar fact to all who examine books," says the Digest in its editorial mention of this improvement, "that certain ones, unillustrated and without special claim to distinction in physical makeup, vary noticeably in the size of type employed and in the length of pages. For this reason it is not sufficient for a buyer who has not the privilege of examining a book before ordering simply to know its number of pages. In order, therefore, to enable the librarian or bookseller to arrive at a more intelligent estimate of the cost of a book, we have conceived the idea of estimating from the total number of words and the cost the rate for a thousand words of text. If the letter press is elaborately gotten up or if expensive illustrations accompany it the fact will be made known in the descriptive note."

The word-costs computed in this first issue show some interesting variations. For instance, Breed's "Preparing to Preach" (Doran) costs the buyer one and one-half cents a thousand words and Bradford's "Commission Government in American Cities" (Macmillan) costs two cents a thousand. On the other hand, Casson's "Ads and Sales" (McClurg) costs six cents a thousand words and Jackson's "Great Pictures as Moral Teachers" (Winston) four cents. Fiction, generally speaking, comes cheap, averaging one thousand words for a cent.

Of course so many factors enter into both the cost and price of a book that to measure values on a word basis alone would be manifestly unfair; but such a computation, especially if the book itself be not available, will undoubtedly be often suggestive.

MANY booksellers don't want an accurate cost system, because they haven't the nerve to look the facts in the face.

Spring Lines of the Publishers and Some of the Men Who Will Show Them.

Information for the trade of the territory covered by the travellers of whom we have been able to collect data, with short sketches of some of them and a brief description of the lines carried by them. These descriptions have been generally confined to the so-called "competitive" lines, the cheaper series, "rebinds," "juvenile series" and novelties, though in some cases notice has been given of other books which their publishers intend specially to push. In cases where no mention is found the information was not forthcoming from the publishers.

HENRY ALTEMUS COMPANY, Travellers: L. G. Nourse; A. M. Macmillan; H. R. Kurtzman,

D. Appleton & Company's spring list is unusually strong in fiction. Seventeen novels and two juveniles are scheduled for publication before the end of June. The list includes such prominent names as Robert W. Chambers, Thomas Dixon, Joseph C. Lincoln, the Baroness Von Hutten, David Graham Phillips, Elinor Glyn, George Gibbs, Mary Tappan Wright, Compton Mackenzie and others. The Chambers novel, "Japonette," probably the most important spring book he has ever written, is to be illustrated by Gibson. The Dixon novel, "The Sins of the Father," should have vogue in the South, where its scenes are laid. Among their general books, Appleton's have just published a book on the training of children, "The Coming Generation," by William Byron Forbush, and a biography of Lafcadio Hearn, by Nina H. Kennard. The "Life and Letters of Laurence Sterne" is another biography to be published in February. Dr. G. Stanley Hall of Clark University will have a book to be called "The Founders of Modern Psychology." In the list of books on economics are a volume by Samuel O. Dunn, "The American Transportation Question," a volume on "The Initiative, Referendum and Recall," edited by Professor W. B. Munro of Harvard, and a volume on "The Regulation of Municipal Utilities," edited by Professor C. L. King of the University of Pennsylvania.

Travellers: Emil Heikel in Boston, Philadelphia, Pittsburgh, the large cities in the Middle West and on the Pacific Coast; Harry B. Dunlap in the East, South and the smaller cities of the Middle West.

THE BAKER & TAYLOR Co. Wholesale dealers in books of all publishers.

Travellers: A. Wessels will travel this year for their "Special and Job Reminder Dept." For general jobbing business: W. S. Mc-Keachie (New York City); E. C. McKean and J. A. McKenna (Ia., Kan., Mo., Neb., Ark., Okla., Tex. and La., with headquarters at Kansas City, Mo.); J. H. Kleff and assistants (Ariz., Cal., Colo., Id., Mont., Nev., Ore., Utah, Wash., Neb. and N. M., with headquarters at Salt Lake City and Denver); W. W. Headrick (Fla., Ga., N. C., S. C., Ala. and Miss., with headquarters at Atlanta); J. Hamilton Hills (Pa., N. Y. State, with headquarters at Buffalo); C. F. Kellar (Ind. and ad-

jacent States, with headquarters at Indianapolis); A. R. Straus and M. H. Skadden (Ind., Mich., Ohio, Penn. Va. and W. Va., with headquarters at Pittsburgh and Detroit); P. D. Wynne (Tenn., Ky., Ala., Miss. and Ark., with headquarters at Memphis).

The A. S. Barnes Company will have as their leading book "The Festival Book: Mayday Pastimes and the Maypole," by Mrs. Jennette E. C. Lincoln, who has made a wide study of Mayday pastimes and customs and gained experience in adapting them and actually presenting them at Mayday fêtes. A large body of material is brought together, conveniently arranged, supplied with music, diagrams of the figures, sketches of costumes, working drawings of stage properties and—most important of all—many photographs of groups of dancers in action in full costume.

Travellers: Laurens Maynard.

Barse & Hopkins present for 1912 many new items as additions to their popular line. Among these are "A Wedding Journal," illuminated and designed by Cornelia Morton Weyburn, and bound in half leather; a new edition of Robert Service's poems—both the "Spell of the Yukon" and "Ballads of the Cheechako" will be bound this year, in selected calf as well as in cloth; "Friendship," by Quincy, an anthology; "To My Home," a collection of homely sentiments, and "To My Mother," compiled by W. and F. Rice, each bound in vellum and Persian ooze; an edition of Shakespeare, pocket size, and bound in full leather, and an illustrated edition of "Lohengrin" and "Everyman," the great morality play. New editions of the following have been issue, with altered bindings: "Holiday and Social Happenings," Belleclaire and Elberon Series, and Christmas Classics (both vellum and ooze bindings). Several entirely new series of the Classics will be offered, chief among them the Essex, a particularly dainty series, bound in imported tree-bark in various natural wood colors; the Retlaw Series, containing thirty-five titles and bound in Persian ooze with hand-colored inlay, and the *Drexel* Series, comprising twenty-five popular books, bound in velvet calf with hand-colored picture on cover with lattice work overlay. Additional titles have been added to the Golden Books, Savoy Series (ooze), Relyea Classics (velvet calf), the Carlton Series, Pleasant Hour Semi-Annual Books. Special attention is called to the new Day to Day Series in vellum, assorted colors and new cloth



L. G. NOURSE

Representing Henry Altemus Co.

L. G. Nourse, senior traveller for Henry Altemus Co., like his brother, started in the book business in Utica, N. Y., but with Hugh Glenn & Co. After serving a three-year apprenticeship, he went to Denver, where he secured a clerkship with "Billy" Lawrence. Then he went with Chain & Hardy as assistant to B. C. Bancroft, who was buyer of that famous firm twenty-five odd years ago. Two years later saw him eastward bound. Arriving in New York, he accepted a position with R. Worthington as the "greenhorn" on their travelling staff of eight. His training in that school of veterans, including as it did at that time such seasoned men as Jack Hovendon, Bert Caldwell, Al McMullen, Joe Scammell and Fred Nunan, gave him a valuable insight into "road work," a training he often recalls with pardonable enthusiasm. After the passing of the house of Worthington, twenty years ago, he signed with Henry Altemus, and has successfully represented that firm ever since.

bindings. A number of new titles have been added to this series. The Birthday Books number eight titles, in bindings of cloth, red leather, Persian ooze and velvet calf.
1912 line of "Success Calendars" is larger than last year. Among the "best sellers" of the calendar numbers will be the Calendar of Golden Thoughts, Brighter Side, Love and Nature Calendars, and the Calendar of the New Thought. The firm will act again this year as the sole selling agents of the Hayes Lithographing Company of Buffalo.

Travellers: J. H. Hopkins, Charles B. Nourse, William Haldane, Jr., and George V. Seiffert.

THE BOBBS-MERRILL COMPANY are offering for spring some half-dozen essentially American novels by authors already popular among fiction lovers. "Fran," by J. Breckenridge Ellis, is the story of a young girl, whimsical, quaint and shrewd—a most lovable heroine. An American novel of an unscrupulous financier—as cruel in his home life as in his business-is "John Rawn, Prominent Citizen," Emerson Hough, author of "The Mississippi The modern social game is the theme of "A Man and His Money," by Frederic S. Isham, author of "Half a Chance." George Randolph Chester has written a chardealing with a bet, a race, a whole million dollars, and a girl, who starts things going. "Sally Salt," by Mrs. Woodrow Wilson, is a marked departure from that author's marked departure from the first marked departure from that author's society novel, "The Butterfly." "Pollyooly," by the way, is by no means an American novel, nor is "He Comes Up Smiling," by a well-known author-that is, unless some old favorite lurks behind the pseudonym of "Charles Sherman." The hero is an engaging young tramp, who successfully poses as a millionaire, with interesting results. "Pollyooly" is a London child, with red hair, a genius for grilling bacon and a habit of speaking the truth, who starts her extraordinary career on twenty-one shillings.

THE BOOK SUPPLY Co. will continue their advertising campaign during 1912 and 1913, and expect to keep "The Winning of Barbara Worth" in its place as the best-selling book in the country. "The Shepherd of the Hills" has been authoritatively dramatized and will be produced in Chicago early this spring. "The Winning of Barbara Worth" will have its first dramatized production in New York-probably this fall. Negotiations are pending for dramatic productions of "The Calling of

Dan Matthews" and "That Printer of Udells."

Travellers: The Reilly & Britton Co. are the publishers' selling agents to the trade throughout the United States.

Brentanos' have in Bernard Shaw's books a list always in demand. As Shaw is as widely read, probably, as any living writer, and always widely discussed, the call for these books is likely to be steady. At present, there are sixteen volumes in the set. Another book from this house, which has held its place in the "best-sellers" list for a good many months, and still seems secure in that place, is "Three Plays by Brieux," translated by Mrs. Bernard Shaw and others, with an essay on Brieux and his plays, by way of preface, by Bernard Shaw.

Brown Brothers, of Philadelphia, have st issued Strindberg's "Countess Julia" just issued Strindberg's "Countess (Froken Julie), and other translations of European drama are in preparation. The publication of translations from European lan-guages of works of genuine literary merit which have gained wide currency and excited much comment in this country and abroad will be continued. Several additions to The Modern Authors' Series are in preparation.

Traveller: Nicholas Brown, partner.

A. L. Burt Company have a long line of recent \$1.50 copyright fiction, reprinted and bound in attractive cloth covers, to retail at 50 cents. Among the latest additions are: "The White Sister," by Marion Crawford; "The Rejuvenation of Aunt Mary," by Anna Warner; "The Alternative," by George Barr McCutcheon; "The Honor of the Big Snows," by James Oliver Curwood; "The Romance of a Plain Man," by Ellen Glasgow; "The Gentleman," by Alfred Ollivant; "Dan Merrithew," by Lawrence Perry; "The Annals of Ann," by Kate Trimble Sharber; "Derelicts," by William J. Locke; "Elizabeth in Rugen," by the author of "Elizabeth and Her German Garden"; "Bella Donna," by Robert Hichens; "Septimus," by William J. Locke; "Lord Loveland Discovers America," by C. N. and A. M. Williamson; "The House of the Whispering Pines," by Anna Katherine Green; "The Man Outside," by Wyndham Martyn; "The Imprudence of Prue," by Sophie Fisher; "Cape Cod Stories," by Joseph C. Lincoln.

Travellers: Charles B. Steele (South and

Travellers: Charles B. Steele (South and Pacific Coast); Theodore A. Jasper (Central part of the United States, from New York to Kansas and Nebraska); Thomas J. McLaughlin (Northern section of United States, from Portland, Maine, to Michigan); John C. Vose (North middle section of the United States, from New York to Minnesota); McLeod and Allen (Canadian Provinces).

many original and artistic novelties in juveniles, popular and standard literature, as well as handy volume classics in a variety of styles of bindings. This year they promise a strong and attractive line. In their Girl's Library, the new title will be "A Fourth Form Friendship," by Angela Brazil, illustrated by Frank E. Wiles. Other juveniles include "The Princess and Curdie," by George MacDonald, uniform with the other titles by this author issued last year; "A Girl of Distinction," by Bessie Marchant, illustrated by William Rainey, R.I.; "The World of Animal Life," edited by Fred Smith, with 8 colored plates and 216 black and white illustrations, and "Babes and Beasts," uniform with "Babes and Blossoms." Their line of books for the little folks will all have new covers, and the following will be the new additions: Our Darling's Series, Jolly Times Series, Nursery Series, "Tales and Talks About Animals"; The Rambler Nature Books, "Three Jovial Puppies, Tommy White-Tag the Fox," and "My Treasure Story Book." Caldwell's "Boys and Girls at Home" (fifth year of issue), with colored illustrations comprising nearly a third of the volume, will have a picture jacket. "The Big Book of Fables," selected by Walter Jerrold, illustrated by Charles Robinson in black and white and color, is uniform with "The Big Book of Fairy Tales." To the Children's Own Library have been added a Senior Series of 10 titles for children 10-12. A Boy's and Girl's Book Shelf is a series for young people, bound in long paste grain, gilt top, colored frontispiece. Their popular line



FRANK L. MAGEL
Representing The Bobbs-Merrill Co.

Frank L. Magel, now senior salesman of The Bobbs-Merrill Company, is a native Hoosier. He received his training in the Bobbs-Merrill bookstore at Indianapolis, where he was advanced first to be floor manager and then buyer. He has been travelling for several years now, covering the larger cities in the middle West and on the Pacific Coast, and each year there have been important additions to his territory. The art of inducing the dealer to buy one hundred instead of twenty-five copies of a prospective "best seller" is highly developed in "Frank," which accounts for much of his success as a pusher of sales.

of Birthday Books has new additions as well as a new style of binding. There is also a new series in a variety of bindings. Additions have been made to the following series: Poet Booklets, Edina Bibelots, Petite Library, and Unique Book Novelties. "Nonsensical U. S. A.," by Stuart B. Stone, "being an explosion of hitherto unsuspected statistical bombshells, with an appendix worth one thousand dollars (\$1000) to any aspiring Doctor of Literature," is illustrated by H. Boylston Dummer; "Rhymed Receipts for any Occasion," by Kimberly Strickland, is a cook book in verse; "Shakespeare Sonnets," with border designs, large initial letters and cover design by Adrian J. Iorio, and original photogravure frontispiece, is uniform with other volumes in the Sapere Aude Editions; and a new addition to the series of Books that Inspire is "Songs of Memory and Hope," by Annie S.



FRANK CALDWELL DIXON
Representing T. Y. Crowell Co.

Frank Caldwell Dixon, of the house of T. Y. Crowell Co., started in the book business in 1895 as a clerk for Stone & Barringer in Charlotte, N. C., and later was junior partner with Houston, Dixon & Co. in the same town. In 1907 he joined the travelling staff of Thomas Y. Crowell Co. as their Southern and middle West representative. Last year New England was added to his territory. Having had a valuable retail experience, his customers can depend upon him looking after their interests as well as those of his house. "Frank's" genial southern manner makes him friends easily; he is always in his element when telling the "boys" of men and things down in "Car'lina."

Swan. New titles will be added to the Remarque Series. Entirely new cover designs on all series and many new and novel effects in leather binding are offered this year.

in leather binding are offered this year.

Travellers: A. D. MacMullen, C. A. Caldwell, James F. Weston, United States and Canada; John I. Lothian, Australia and New Zealand.

CASSELL & COMPANY will continue in 1912 the policy which they have found so successful in 1911, that of publishing a very large percentage of books of world-wide interest, selected from the standpoint of authoritativeness of text.

Travellers: They will be represented in the larger cities by Francis Sloane, and in the East and Middle Western cities by Robert Brady. Laurens Maynard, as usual, will take care of the Coast trade.

THE CENTURY COMPANY announce for issue this spring "The Fighting Doctor," by Helen

R. Martin, a story of the Pennsylvania Dutch, very similar to her previous successful book "Tillie: A Mennonite Maid"; "The Old Nest," by Rupert Hughes, author of "Excuse Me," and "Miss 318," a tenderly told story, and "Captain Martin Mary," an unusual story by a new writer, Mrs. Avery Abbott. All three of these will be 16mo books, uniform in size, with "Molly Make-Believe," "The Lady of the Decoration" and "Mrs. Wiggs of the Cabbage Patch"—the kind of books with which this house has been so very successful. They are also to have a delightful book by the naturalist John Muir, "The Yosemite." A capital book for base-ball fans of all ages is "The Battle of Base-Ball." Just at present the books which they report as most in demand are "Tante," by Anne Douglas Sedgwick, a remarkable novel which is getting splendid reviews both in this country and England, and which went into a second edition the first week it was issued, and Ross's "The Changing Chinese."

Travellers: George L. Wheelock, Frederick W. Owen.

THE H. B. CLAFLIN COMPANY, book department, announce three additional series of The A. & C. Black Color Books. This makes a splendid line of travel books profusely illustrated in colors, ranging in price from \$1.25 net to \$2.50 net. The line of publishers' remainders is larger and more varied than ever before.

Travellers: Karl C. Currier (New York); John R. Fraser and Harry W. Sully (other large cities); William C. Schwab (smaller cities).

THOMAS Y. CROWELL & COMPANY'S announcements include fiction, juveniles, holiday editions, New Thought books, booklets, anthologies, year books, poets, handy volumes and leather novelties.

Travellers: William R. Spinney (Pacific Coast, New York City, Philadelphia, Washington, etc); George R. Hobby (Boston, Pittsburg, Chicago, Cleveland, St. Louis, Cincinnati, St. Paul, etc., and New York State); Frank C. Dixon (all of the South and portions of the West and New England); Ernest J. Bunce (Pennsylvania, Northwest and north central States).

CUPPLES & LEON COMPANY announce the addition of several important new series to their extensive line of juveniles. There will be an altogether new series by Clarence Young, author of The Motor Boys' Series. The first volume of the new Baseball Joe Series, by Lester Chadwick, author of The College Sports Series, and the first volumes of another new line, The Banner Boy Scouts, will be issued. The ever-popular Motor Boys' Series, which has again been pronounced the best-selling series on the market, will be added to, and The College Sports Series, The Frank V. Webster Series, The Motor Girl Series, and The Dorothy Dale Series will also have new volumes. There will be four new series of art books, similar to the well-known white and gold art booklets heretofore published,

but on a much more extensive and elaborate scale. A new volume, "Standard Paper Bag Cookery," is now in preparation, and a new "Buster Brown" quarto is promised. Cupples & Leon Company, as last year, have the sole United States agency for Dean's Rag Books. Travellers: A. T. Leon, V. W. Cupples, W. M. Edwards, S. George Engel and M. F. Gallon.

G. W. DILLINGHAM COMPANY announces "Bought and Paid For," from the great play of George Broadhurst, by Arthur Hornblow; "The Greater Joy," a realistic romance, by Margaret Blake; "Rudra," a thrilling romance on Hindu religion, philosophy, occultism, and reincarnation, by Arthur J. Westermayr; "Mavericks," a breezy story of the cattle range, by William M. Raine, author of "Wyoming," "Bucky O'Connor," etc.; "Bat," an idyl of New York, by Edward Marshall; "The Mystery Queen," a new detective story, by Fergus Hume; "The Apaches of New York," by Alfred Henry Lewis; "Kindling," from Margaret Illington's play, by Charles Kenyon. In addition to these titles, Dillingham Company's Popular Copyrights now number 275 titles, twenty-six of which are added by their January issues.

Travellers: Alban P. Roche, Samuel Glick.

Dodd, Mead & Company publish a very important novel in "Hadji Murad," by Leo Tolstoy. This story, the first from the hand of the great Russian novelist since "Resur-rection," is the last novel of his which will ever appear and is accompanied by two vol-tames of short stories, "The Forged Coupon," and other stories, and "Father Sergius," other stories; and two volumes of plays, "The Man Who Was Dead" and "The Light That Shines in Darkness." This material does not consist of the literary leavings and scrapings which are sometimes rushed into print after the demise of a famous writer. On the contrary, they represent the work of many years, and contain some of the best of Tolstoy's skill and thought. George Barr Mc-Cutcheon will be represented by a sprightly, humorous story, "Her Weight in Gold." humorous story, "Her Weight in Gold."
Jeffery Farnol's "My Lady Caprice," published several years ago as a holiday book, will be brought out as a novel. There are several excellent detective stories, "Midnight at Mear's House," by H. J. Holt, and "The Silent Bullet," by Arthur B. Reeve; and by Burton E. Stevenson, who made a reputation Burton E. Stevenson, who made a reputation with "The Holiday Case" and "The Marathon Mystery." a story called "The Mystery of the Boule Cabinet." S. Macnaughtan, who wrote that delightful, leisurely novel, "A Lame Dog's Diary," has a new book of English country life, "Peter and Jane." "The Butterfly House," life, "Peter and Jane." "The Butterny House, by Mary E. Wilkins Freeman, depicts life among New Jersey suburbanites. William "Secret Service," Gillette's well-known drama, "Secret Service," has been done into a novel by Cyrus Townsend Brady, and a very lively and thrilling novel it is. Cyrus Townsend Brady has also written "The Chalice of Courage," a story of the Colorado mountains, a man, a girl and

a snowstorm, which is full of sensations. Vingie E. Roe's story of the Canadian woods, "The Maid of the Whispering Hills," is a promising book by a new author. Another new author above the average is W. R. Castle, Jr., Assistant Dean of Harvard College, whose novel, "The Green Vase," is likely to provoke considerable interest. Arthur Hodges has written a story of New York society life called "The Essential Thing." Some wellknown and long popular stories will appear in new form in the new edition of Wilkie Collins, in which will be issued this spring "The Woman in White," "The Moonstone," "The Woman in White," "The Moonstone,"
"The Dead Secret," and "After Dark." For tourists are Esther Singleton's "How to Visit the English Cathedrals," and "A Guide to Florida," by Harrison Rhodes and Mary Wolfe Dumont. "How to Visit Europe on Next to Nothing," by E. P. Prentyss, tells how to go abroad and stay there ten weeks for \$300. Edwin M. Bacon has written a guide to Boston. The musical books will be "Konigskinder," a story of the opera and the "Konigskinder," a story of the opera and the music by Lewis M. Isaacs and Kurt J. Rahlson, and two additional titles of the Famous Opera Librettos, "Tristan and Isolde" and "Die Meistersinger." Among the more serious books is an essay on "Death," by Maurice Maeterlinck; "History of English Criticism," by George Saintsbury, and "The House of Dornell," a book of essays by Fergus Graham. An interesting and unusual book is "Intimacies of Court and Society," by the Widow of an American Diplomat. H. P. Clark, author of "Condensed Bridge," has issued a new book, "Auction Bridge." Samuel Mc-Comb, one of the authors of "Religion and Medicine," is represented by "A Book of Prayers." A useful volume, with blanks for information for one's heirs and executors, is

"My Silent Voice," by L. G. Burr.

Travellers: F. C. Dodd (Chicago, Boston, Philadelphia, Cleveland, Detroit, Milwaukee, St. Paul and Minneapolis); Harry F. Hull (Texas and the Pacific Coast, New York, New England and the larger cities in the Middle West); Harry M. Snyder (Baltimore, Washington and the South, and the smaller cities in New York, Pennsylvania and the

Middle West).

Dodge Publishing Company announce many new and interesting additions to their gift books and novelties for the fall trade, including many artistic volumes for the older folks and a number of interesting books in color for the little ones. They will issue the largest American made line of calendars, including the Famous Calendars of Cheer, Friendship and Business Man, and the new Calendar of Sunshine, all with new covers; also, the favorite editions of the above calendars in parchment covers. Many famous artists will be represented, including Maxfield Parrish, Remington, Gibson, Gilbert, Falls, Jessie Willcox Smith, Bessie Collins Pease, Penfield, and Leyendecker. In popular priced hand-colored calendars, this house has designed some of the best values ever offered to the trade. The usual line of Christmas booklets, cards, mot-



E. H. ZIEGLER
Representing The George H. Doran Co.

E. H. Ziegler, the "junior" of The George H. Doran Co. sales staff, is a New York boy, born there in 1881. His first venture after schooling was in Wall Street. After a kindergarten period among bankers and brokers he settled in Washington, where he remained for ten or twelve years in a business not at all connected with books or the selling of them. Two years ago, however, he entered the wonderland of books by joining forces with the hustling house of Doran, where he watches over with keen enthusiasm the development of their business in the smaller cities of the middle states and New England.

toes, and novelties in leathersmith mottoes is continued.

Travellers: John C. Hill (large towns from Boston to Chicago and St. Louis); L. B. Westbrook (Pacific Coast and New England); E. W. Van Wagenen (South and from Ohio and Michigan east); F. B. Knox (Canada, Middle West and East); N. Butler (the Southwest and small towns in Texas); T. C. Lothian (New Zealand and Australia); W. C. Bell (small towns in Canada and Canadian Northwest).

THE GEORGE H. DORAN COMPANY'S list for 1912 comprises, among others, the following books: Of a general nature, "The Russian People," by Maurice Baring, a recognized authority on Russian affairs; "Irish Recollections," by Justin McCarthy, the celebrated his-

torian; "Turkey and Its People," by Sir Edwin Pears; "The Golden Land," by Arthur Copping, with illustrations by Harold Copping and a preface by the Right Hon. John Burns, "My Vagabondage," by J. E. Patterson, a book of a more or less autobiographical nature; "A Farm in Creamland," by Charles Garvice, a delightful agricultural study; "A Keeper of the Robes," by F. Frankfort Moore, a charming memoir of Fanny Burney; and Arnold Bennett's "Polite Farces," three plays. Also two books of poetry, "The Wind on the Heath" by May Byron and Wind on the Heath," by May Byron, and "Lyrics and Narrative Poems," by Herbert Trench, beside "The Complete Works of Emily Brontë" in poetry and prose. In fiction the list is unusually strong, with "The Matador of the Five Towns and Other Stories," by Arnold Bennett; "The Challenge," by Harold Begbie, a novel dealing with India; "Love Like the Sea," by T. E. Patterson; an exceptionally good romance by H. C. Bailey of the time of Queen Elizabeth, entitled "The Lonely Queen" and another Baroness Orczy story, "The Noble Rogue, a Cavalier's Romance." Other novels are "Fame Seekers," by Alice Woods; "The Simpkins Plot," by G. A. Birmingham; "The Lone Adventure," by Halliwell Sutcliffe; "Blinds Down," by Horace Annesley Vachell; a book by M. Maurice Le Blanc, author of "Arsène Lupin," entitled "The Frontier": a novel by Mary E. Mann, "There Was a Widow," and a sketch of the life of Davos Platz, "The Davosers," by D. Brandon. In the theological and religious line the list is headed by Harold Begbie's new book, "Other Sheep," which continues the studies begun in his earlier books, "Twice-Born Men" and "Souls in Action"; a volume of sermons by James Moffatt, "Reasons and Reasons"; "The First Christian Century," by Sir William M. Ramsay; "The Work of the Ministry," by W. H. Griffith Thomas; "The Winds of God," by Rev. John A. Hutton; "Via Sacra," by Rev. T. H. Darlow; a book of as much literary as religious interest, "The Letters of Cooper Parrengious to the Prifich and Letters of George Borrow to the British and Foreign Bible Society"; the long anticipated sketch of "Maclaren of Manchester," by his sister-in-law, E. T. Maclaren, and many other important works.

Travellers: J. W. Corrigan, New York, Boston, Philadelphia and other cities; H. R. Drake, Chicago and the Pacific slope and in all religious bookselling houses; R. N. Hays, Southern States and Middle West; E. H. Ziegler, New York State, Pennsylvania, etc.

Doubleday, Page & Company's spring catalogue lists a number of interesting books. A tale that promises thrills is Albert Dorrington's "The Radium Terrors," in which a priceless tube of radium is stolen from a laboratory and used to blind the detective who tries to find it. "The Counsel for the Defense." by Leroy Scott, author of "To Him That Hath," is the story of a girl who returns from college to find her father indicted for accepting a bribe. Other fiction from the house includes "The Recording Angel," by Corra Harris,

author of "The Circuit Rider's Wife"; "A Son of the Sun," South Sea tales by Jack London; "In Search of Arcady," by Nina Wilcox Putnam—the story of a young earl who overthrows the matrimonial plans made for him; "The Guests of Hercules," by the Williamsons; "The Girondin," a story of the French Revolution, by Hilaire Belloc, and "The White Waterfall," by James Francis Dwyer. In the way of non-fiction, books that should be popular, are "The Spider Book," by John Henry Comstock; "Saturday in My Garden," a profusely illustrated manual by H. H. Farthing; "A Personal Narrative of Political Experiences," by Robert M. LaFollette; "The Book of Grasses," by Mary Evans Francis; a manuscript edition of O. Henry's works; John LaFarge's "One Hundred Masterpieces," and "Moths of the Limberlost," by Gene Stratton-Porter. A number of juveniles are also forthcoming: Louise Jamison's "The Real Fairy Folk"; Lillian Nixon's "Fairy Tales a Child Can Read and Act"; Peter and Polly," by Elizabeth H. Wilkinson, and "The Ben Greet Shakespeare for Young Readers and Amateur Players." One of the most interesting efforts in many years for coöperation between publisher and bookseller has been made by Doubleday, Page & Company in a series of "get-together letters," which suggest some rather radical reforms in the interest of the book trade. It is hoped that these letters will have a far-reaching effect.

Travellers: Doubleday, Page & Company announce for the coming year a number of changes in their trade department. Daniel W. Nye will give up travelling, with the exception of such points as Chicago and Boston, and will devote himself to the local direction of the trade department. H. C. Kinsey will cover Philadelphia, Pittsburg and a number of cities in the Middle West and Southern territory. Harold B. Earl will go to the coast and to points in the Middle West and Northeast. Walter McKee, formerly of J. V. Sheehan of Detroit, will cover the smaller towns.

Duffield & Company consider their most important novels for the coming season: "The Adjustment," a romantic novel, by Marguerite Bryant, author of "Christopher Hibbault, Roadmaker"; "The Garden of Indra," by Wladyslaw T. Benda, a group of stories dealing with the real and native India, as distinguished from the make-believe, "literary" country of army posts and company stations; and "Putting Marshville on the Map," by William Ganson Rose, author of "The Ginger Cure," a snappy little story, carrying Mr. Barker, the ad-man, through a career in Marshville. Among their interesting nonfiction are "The Thread of Life," by H. R. H. Infanta Eulalia of Spain, an authorized translation of the remarkable work which the author's nephew, King Alfonso, attempted to suppress when it first appeared in Paris; Helen Marshall Pratt's "Cathedral Churches of England," a new and revised edition of an admirable handbook, with many additional photographs; and Edward Lear's "The Complete Nonsense Book," the only complete edi-



H. C. KINSEY

Representing Doubleday, Page & Co.

H. C. Kinsey, of Doubleday, Page & Co., was born in Philadelphia, a place just west of Camden, N. J. He entered the employ of John Wanamaker when still a lad, and was with them twelve years, eleven of which were served in the book department under Warren Snyder, to whom he says he owes whatever knowledge of the book business he possesses. Then he was for a year with R. H. White Co., Boston, as buyer, but for the past three years has been traveller for Doubleday, Page & Co.

tion of the celebrated work, including new material, both text and drawings, which Lady Strachey, the editor, has collected from various

Travellers: S. McL. Loweree (Boston, Philadelphia, some cities in Central West); C. W. MacQuestion (Pacific Coast, South and New England).

E. P. DUTTON & Co. are best known among the trade as the agents for the famous Ernest Nister line of calendars, cards and illustrated books, as representatives of J. M. Dent & Sons, Ltd., in America, as publishers of Everyman's Library, Temple Shakespeare, Temple Classics and Temple Primers, etc., and as American representatives of George Routledge & Sons, Ltd. E. P. Dutton & Company also publish standard miscellaneous works and many juvenile books. Their most important works include Pierre de Coulevain's "On the Branch"; her new book, "The Heart of Life," and Arnold Bennett's "Denry the Audacious," "Clayhanger," and "Hilda Lessways."

Travellers: Le Baron D. Scribner; Edgar



LEE R. MATLACK

Representing Graham & Matlack.

LEE R. MATLACK is one of the most popular travellers in the booktrade. He is a "veteran' compared with the many newcomers, although still on the sunny side of forty. He started in the shipping department of Porter & Coates, and was with J. B. Lippincott & Co. for ten years. Afterwards he engaged with Henry Altemus Co., representing them for another period of ten years. Four years ago he became the chief salesman for Hurst & Co., severing his connections there only a few months ago to start with Charley Graham the new publishing house of Graham & Matlack. He was elected president of the Brotherhood of Commercial Travellers for the year 1912. He has cut out for his firm an active sales campaign. in which he will play a star part with the best wishes of his many friends in the trade for success.

W. Porter; Mortimer Douglas; H. W. Harris; W. C. Becker; D. W. Brintnall (New England territory); H. C. Foster and W. H. Foster (Middle West); Edward J. Chess (Pacific Coast).

Dana Estes & Co. announce some attractive books for the coming season. "John Lavery and His Work," by Walter Shaw Sparrow, being a companion volume to "Frank Brangwyn and His Work," published last year, deals with every phase of the artist's work and is illustrated in color, gravure and collctype. "Characters from Dickens," a centenary souvenir, is a portfolio of 20 Vandyck

gravures from the drawings by F. G. Lewis, with an introduction by B. W. Matz. For the little folks are: "Jolly Jingles," a collection of jingles, by Laura E. Richards, illustrated by Joseph J. Mora and Josephine Bruce, and "Robins' Nest Ranch," by Marian W. Wildman, relating the adventures of three young people who are compelled by adverse circumstances to move from the East to the mountains of northern California. "Minute Boys of Yorktown" is added to the well-known Minute Boys Series, by James Otis. "Saddles and Lariats," by Lewis B. Miller, author of "A Crooked Trail" and "The White River Raft," is the account of an attempt to take a big drove of longhorns from Texas to California in the 50's and is largely true. "Chatterbox," the king of juveniles, will be published as usual this year, as well as its companion volume, "Sunday for 1912." "The Magic Dragon," by Baldwin S. Harvey, is illustrated in color and black and white by Harry Rounties. Of interest to make the Color and the Color and black and white by Harry Rounties. tiee. Of interest to women are "Fairs and Fêtes," by Caroline French Benton, containing all the information regarding fairs, picnics, fêtes of all kinds which should be of general interest, and specially valuable to those searching for new ideas along this line; "Little Talks to Mothers of Little Folks," a timely and valuable work containing chapters on such topics as Bathing and Dressing the Baby, The Child in Illness, What Shall We Baby, The Child in Illness, What Shall we Tell Our Children?; "Little-known Sisters of Well-known Men," by Sarah Gertrude Pomeroy, containing sketches of the lives of various little-known sisters of well-known men; and "Like Mother Used to Make," by Christine Terhune Herrick, containing, beside others, chapters on Breads of Various Sorts, Pickling and Preserving, Home Aids on Housekeeping, etc., being not only a cook book, but also a useful aid to housekeeping. Of travel books there are plenty: "China, the Country, and Its People," by G. Waldo Browne, with an introduction by Hon. John D. Long, though popular in style, is up-to-date, and accurate, presenting wide research and long study on the part of an author most amply equipped for the undertaking. Five volumes are to be added to the successful Beautiful England Series: Winchester, Chester. Isle of Wight, York, New Forest. The Beautiful Ireland Series, uniform in size and style with the Beautiful England Series, will be the series of the s have four titles: Ulster, Leinster, Munster, Connaught. "The Reader's Handy Shakespeare," is a new 20-volume edition printed on Bible-India paper, edited by Wm. J. Rolfe, and containing Dyce notes and glossary, Gollancz notes, French introductions, and Hudson's life. A new library edition of Tolstoy's works, translated entirely from the uncensored original Russian by Professor Leo Wiener of Harvard College, contains, in addition to the writings of Count Tolstoy, a life of the author, a bibliography, a thought index, and a character index, making it unusually complete and valuable. Fiction from this house in-cludes: "Oliver's Kind Women," by Philips

Gibbs, illustrated; "Ebb and Flow," by Mrs. Irving Smart, and "The Romance of a State Secret," by W. Trafford Taunton, illustrated. Travellers: C. A. Caldwell; A. D. Mac-Mullen; James F. Weston; D. D. Nickerson.

THE H. K. FLY COMPANY will, as in seasons past, devote most of their energy to the publication of successful novelized plays. time during the year they will publish the only handy little volume in existence on the theatres of New York, by Ruth Crosby Dimby George C. Jenks and Anna Alice Chapin, will be announced. In May they will publish "The First Lady in the Land," novelized by Acton Davies from the successful play of the same name by Charles Nirdlinger. "Maggie Pepper," Charles Klein's new comedy novel, is selling very well. It is apparently going to be as popular as "The Music Master" or "The Lion and the Mouse." J. W. Mc-Conaughy's new novel, "The Boss," appeals to the readers of his former success, "Madame Y". It is not entirely a political standard. " It is not entirely a political story. Travellers: H. K. Fly; H. S. Drago.

Forbes & Company announce for spring publication two new books by Dr. Frank Crane, "God and Democracy" and "Business and Kingdom Come." This author established a large audience with the publication of his "Human Confessions" last year, now going into the third large edition. treatment of the "drink" question will be presented in the fresh style of Samuel G. Blythe, and be entitled "How to Quit." Dr. E. B. Lowry, the writer on sex education, will have two new books, "Himself" and "False Modesty." Edmund Vance Cooke will have a collection of baseball verse in the original style of his "Impertinent Poems," entitled "Baseballogy"; Donald Richberg, author of "The Shadow Men," will have a second novel, "The Splendid Risk."

Traveller: Edwin S. Gray, partner.

FUNK & WAGNALLS COMPANY'S list for the early part of the year has for its most important volume, one which marks the completion of an enterprise of great magnitude, extending over many years, namely, the twelfth and final volume of "The New Schaff-Herzog Encyclopedia of Religious Knowledge," edited by Samuel Macauly Jackson. Other books from this house are: Dr. William Hanna Ihomson's "Life and Times of the Patriarchs, Abraham, Isaac and Jacob," the same being a supplement to Dr. Thomson's father's famous book on Palestine, "The Land of the Book."
"The Immigration Problem," by Jeremiah W. Jenks and W. Jett Lauck, a popular summary of the most striking results of a government investigation embodied in an official report extending over more than forty volumes; "The Education of Self," by Dr. Paul Dubois, a new translation by Edward G. Richards of Dr. Dubois' work, formerly published as "Self-Control and How to Secure It"; "Living Waters, or, Rivers to the Ocean," by Dr. Charles Prodice Posteriors Charles Brodie Patterson, the well-known writer of books along New Thought lines;

"What Books to Read and How to Read Them," by Dr. David Pryde, a new enlarged edition, first published as "Highways of Literature." containing classified lists of standard literature of all times and periods, compris-ing over 1700 titles; "Economic and Moral Aspects of the Liquor Business," by Robert Bagnell, dealing with the rights and responsibilities of states in controlling the liquor business; "Death," by Hereward Carrington and John H. Meader, an exhaustive study of the subject from scientific points of view, with reference to burial customs, the future life, etc.; "Learning How to Swim," by Professor Frank Eugene Dalton; "Suggestions for the Spiritual Life," in which Dr. George Lansing Raymond discusses many problems of vital consequence to young men; and a library edi-tion in ten volumes of "The Best of the World's Classics," of which Henry Cabot Lodge is the editor-in-chief, this edition having over 100 full-page portraits of famous authors of ancient and modern times.

Travellers: Laurens Maynard (Far West and Pacific Coast): David J. O'Connell (for New England, Eastern and Middle Western

States to Colorado).

GRAHAM & MATLACK will publish an entirely new and extensive line of juvenile books covering the entire field of lithographing books, linen books, board cover juveniles, cloth bound juveniles to retail at popular prices. Their first offering will be several hundred different books in these various forms, the wants of the trade having been fully considered. This firm will also have charge of the selling of the publications of the A. L. Chatterton Co., New York.

Travellers: W. F. Lee (of Reilly & Britton Co., Chicago); A. L. Chatterton; Demore Chatterton; L. R. Matlack; C. E. Graham.

THE GRIFFITH & ROWLAND PRESS (American Baptist Publication Society), announce the following books for spring publication: "Seed Thoughts for Right Living," in which Alva S. Hobart, D.D., lays down the basic principles of right living; "India and the Daily Life in Bengal," by Rev. Z. F. Griffin, who, though he spent fifteen years in India and most of the time in Bengal as a missionary of the Free Baptist Mission Society, deals only indirectly with missionary operations but directly with the country, its prospects, its government, its people, its customs, and the daily life that is lived in that land of teeming millions and much mystery; and "Once a Volcano," by Edwin J. Houston, the fifth volume of the Young Mineralogist Series. Some of the features of the extinct volcanoes that abound in the southwestern regions of the United States are considered with

especial reference to one of the most conspicuous of them—Mount Taylor.

Travellers: American Baptist Publication Society is represented by their agents in Philadelphia, Boston, Chicago, St. Louis, and Toronto; also by the Baker & Taylor Company, and Geo. W. Jacobs & Company.

GROSSET & DUNLAP begin the new year with



SAMUEL ADAMS JENKINS
Representing Grosset & Dunlap.

SAMUEL ADAMS JENKINS is widely known in the trade as Grosset & Dunlap's senior travelling man. Prior to his connection with this firm, in 1898, he conducted a retail bookstore in Ohio for some years, and was later associated with various large retail stores in the East. He first called upon the trade in New York City and nearby towns, and made his first extensive trip in 1901. On this occasion he introduced the Grosset & Dunlap line on the Pacific Coast and throughout the South. Since 1905 he has "covered" the larger cities in the East. Mr. Jenkins has had much to do with the growth of the business, concerning himself with many of its details and with the forming of the policies of the house. Just now, in addition to travelling, he is actively engaged in the more general sales promotion work of the house, through advertising and manufacturing.

an offering that not only gives an added dignity to their line but an importance to the general idea of "great books at little prices." They have taken over the five novels of William DeMorgan: "Joseph Vance," "Alice-forshort," "Somehow Good." "It Never Can Happen Again," and "An Affair of Dishonor." It would seem that a large class of readers believe the popular copyrights are made up entirely of the light, ephemeral best-sellers and that serious tastes cannot be gratified. The DeMorgan books appearing in the fiftycent line will draw this new trade and open the eyes of the reading public to the many other titles of lasting worth on their list. George Barr McCutcheon's "Truxton King," was published February 1st, as well as "Chris-

topher Hibbault, Roadmaker," by Marguerite Bryant; also Augustus Thomas's drama of Kentucky, "The Witching Hour"; Robert Hichens's "Flames," the story of an occult experiment by two fashionable London men; "The Blonde Lady," a detective story, with the impertinent Arsène Lupin as the center; Louis Tracy's "The Stowaway Girl"; "Janet Ward," Mrs. Margaret E. Sangster's story of college. Mrs. Margaret E. Sangster's story of college life for girls, and "The Privateers," by H. B. Marriott Watson. A little later in February they brought out Irving Bacheller's "The Hand-Made Gentleman," which gives in a highly entertaining story the real secret of the "deal" that put the Harlem road within the Vanderbilt system. Also, on their list are Vanderbilt system. Also on their list are Gordon Holmes's "The DeBercy Affair," a detective book; "With Hoops of Steel," by Florence F. Kelly, a cowboy story of openair fabric; "Patroon Van Volkenburg," by H. T. Stephenson, who takes a fling at New York City in the days of Governor Bellamont; "John Marsh's Millions," a Klein and Hornblow volume, and "The Woman with the Fan," by Robert Hichens, a London society story. In their line for young folks Grosset & Dunlap report an unprecedented sale on The Rover Boys Series, to which a new book will be added this spring. A new volume to the Dick Hamilton Series and five new titles to the Tom Swift Series are also promised. The last-named books are also winning the lively interest of the younger readers. "The lively interest of the younger readers. "The Outdoor Chums" and "The Boys of Columbia High," although only brought out last year, are attracting favorable attention, and altogether the outlook is very promising.

Travellers: John H. May (house salesman and auxiliary traveller); Samuel A. Jenkins (New York City, Boston, New England, Washington, D. C.; and Baltimore); E. C. Ketcham (Chicago, Philadelphia and large cities of the Middle West); Edward P. Dunlap (larger cities of the Middle West as far as Denver); Philip Grosset (larger cities of New York, Pennsylvania and Ohio); Harry Britton (the South, from Texas to the coast, including Mexico); Desmond FitzGerald (the Pacific Coast cities); Garnet Grosset (New England, New York and Pennsylvania, West Virginia and Maryland); Louis Kronig (New York City, New Jersey and adjacent trade); F. R. Bellamy (Northwest and smaller cities of Middle West); McLeod and Allen (Canadian agents); T. R. Lothian (Australian agent).

C. S. Hammond & Co. have ready 1912 editions of all of their atlases and new and improved editions of their Pocket Maps, in which line are now included maps of all states and territories, as well as of the larger cities. They report a steady and growing demand for their new maps, and, for the dealer, they have provided a new and more substantial map-display cabinet, which will be an attractive and convenient addition to any store. In their line of globes, they have several new numbers, and important additions have been made to their line of Road Maps, including an entirely new Road Map of the Hudson Valley, on a

scale of two miles to one inch. Within a few weeks they will have ready a revised and improved edition of their Reversible Map of the United States and the World, a publication which has already reached a sale of over 250,000. This firm are the American agents of Messrs. George Philip & Son, of London, England, and among their recent importations is a special edition of Philip's Chamber of Commerce Atlas of the World, a new work of superior quality and striking interest to the student and business man.

Travellers: H. S. Stoll (Pacific Coast and larger cities in the Middle West and East); George W. Wilson (Southern states, New England and the Middle West).

HARPER & BROTHERS are publishing this spring a number of novels by favorite authors, among them "Greyfriars Bobby," by Eleanor Atkinson, the story of a real little dog whose life was as unusual as his burial in a famous churchyard; "The Net," by Rex Beach, the romance of a young American's contact with the Mafia in Sicily and then in New Orleans; "The Man in Lonely Land," by the author of "Mary Cary," Kate Langley Bosher, the story of a New York man, a lovable southern girl and a pair of amusing children; and "The Street Called Straight." by the author of "The Inner Shrine," the story of how a man gave most of his fortune to saving another from financial exposure, and how his altruism was misunderstood by the daughter. "The Ban-tam," by Brewer Corcoran, is a school story for the father and his son. "Flower of the North," a dramatic novel by James Oliver Curwood, might be called a romance of struggle. Another tale of northern America is "The Red Lane, a Romance of the Border," by Holman Day, rich in the author's quaint types. "Home Day, rich in the author's quaint types. Place," still another American novel, shows the interrelations of rich and poor. Carrie," by Theodore Dreiser, has been brought out in a new edition uniform with his "Jennie Gerhardt." "Riders of the Purple Sage," by Zane Grey, is a recently published American romance of Utah that is already attracting attention. Non-fiction for the spring includes "From the South of France," a collection of stories by Thomas A. Janvier. "The Terrible Meek," a one-act play by Charles Rann Kennedy, author of "The Servant in the House"; and "Vistas of New York," shifting aspects of New York life caught by Brander Matthews. Among the books for more serious reading are: "A Captain Unafraid: the Strange Adventures of Dynamite Johnny O'Brien, as Set Down by Horace Smith," graphic descriptions of expeditions to Cuba before and during the Spanish-American War; "A Personal Record," by Joseph Conrad, a volume of unusually interesting reminiscences by the wellknown author and seaman; "The House of Harper—1817-1912," by J. Henry Harper, the history of the publishing house and its connection with affairs political, artistic and literary for the past century, and personal reminis-cences of the author; "Simple Italian Cookery," by Antonia Isola; "Eloquence," by Gar-



H. STEWART STOLL
Representing C. S. Hammond & Co.

H. Stewart Stoll, of C. S. Hammond & Co., is one of the younger generation. He was born in South Carolina, and came to New York to seek his fortune in 1898. His first job as office boy was in the publishing house of Street & Smith, where in course of time he was placed in charge of the manufacturing department. His great ambition, however. was to sell books after learning how to make them, and for the past seven years he has been devoted to this end of the business. He now successfully covers the large cities of the United States and Canada for his firm, the possessor at all times of a happy mien and "a smile that won't come off."

rett P. Serviss, and "The Great States," essays on construction, in which H. G. Wells, Lady Warwick, Sir Ray Lankester and others direct the reader toward a broad survey of socialism.

Travellers: George V. Price (all the large cities of the country as far west as St. Louis); H. V. Patterson (the Pacific Coast, some of the Middle West and New England); Adam Burger (the South, Middle West, and the smaller cities of Pennsylvania and New York State).

Orsamus Turner Harris, New York City, announces the publication of a six volume set of "The Trail Makers of Canada"—history told by the makers of history. Their new tenvolume edition of Guy de Maupassant contains several additional stories over the previous edition. The first set had but 320 pages to a volume, while this set has about 380 pages in each volume, or 600 pages more. A new



HARRY V. PATTERSON
Representing Harper & Bros.

HARRY V. PATTERSON, who represents Harper & Brothers more or less everywhere in the United States, excepting the tenderloin spots, which are "Doc" Price's very own, is a genuine product of Franklin Square. He began business life as a boy in the Harper establishment fourteen years ago, and by virtue of inbern merit advanced step by step, until in 1905 he packed his grip and sallied forth to greet the trade with Harper's attractive catalogue. He covers "New England, the South, middle West and the Coast," a field big enough for the biggest hustler; but nothing is too big for Harry V. to tackle!

ten-volume set of Poe and a ten-volume set of Shakespeare are being brought out. A good portion of the business of this house is still on the popular imported classics in sets and single volumes.

Travellers: The firm is represented in Chicago by Gordon G. Sapp. Line carried on the road by one of the large wholesale houses. Eugene Landsberg is the sales manager.

THE HAYES LITHOGRAPHING Co. of Buffalo offer many new items in their 1912 catalogue, which is now ready. Of principal interest is the new Remembrance Series, exceptional in coloring and design. Additions have been made to the Acalia Series, bound in white leatherette, and to the juvenile line a series of colored picture books sure to be popular with the young. The true merit of this line lies not alone in the color work, but also in the text matter, which has been carefully prepared. Among the more popular series presented by this house are: The Poet's Flower Garden, Best Wishes, Presentation, Birthday

and Golden Hymn Series. As previously announced, this attractive line will be sold entirely through Barse & Hopkins of New York.

Trovellers: J. H. Hopkins, Charles B. Nourse, William Haldane, Jr., and George V. Seiffert.

A. J. HOLMAN & Co. has been publishing Bibles in Philadelphia for nearly forty years. The output of Holman Bibles exceeds that of any other line sold in this country, and one reason for it is that the Holman concern are specialists in Bible making, and that they not only publish the Bible, but print and bind. The Holman line is made under one roof, every stage of manufacture from printing, gilding and binding to the completed book, being under the immediate supervision of the publishers. The Holman line is noted for its many improvements in letter press and bindings, flexible bindings being an exclusive Holman feature. The paper used in the popularized editions of the Holman Teachers' and Hand Bibles is thinner and more opaque than that used in similar editions of other houses. but in spite of the thinner paper, it is the most opaque used in these editions. This is due to the fact that only a high-grade quality of paper is used. Nineteen years ago the Hol-man Company first introduced the pronounc-ing feature in Teachers' and Hand Bibles. Since that time many improvements in types and bindings, covering neatness and durability. have been made, and other improvements will appear from time to time as the opportunity arises.

Travellers: A. J. Hilt; J. R. Houston.

HENRY HOLT & COMPANY'S preliminary spring announcements show them in fiction especially living up to their motto-very freely translated "not quantity but quality"-as they announce but four novels: Dorothy Canfield's "The Squirrel Cage," a tale of our Middle West; Donal Hamilton Haines's "The Return of Pierre," the romance of a young infantry-man with the Franco-Prussian War as a background, a striking picture by Detaille as front-ispiece; R. Macaulay's "Views and Vaga-bonds," in which those possessing the former come into humorous collision with the latter; and L. P. Jack's "Among the Idolmakers," another collection of narratives somewhat in the vein of the author's "Mad Shepherds." One of their greatest undertakings which they hope to issue in August will be Burton E. Stevenson's "The Home Book of Verse," which though in a single thin paper volume they believe will be the most comprehensive anthology of poetry in the English language. In their rapidly growing Home University Library of entirely new cloth-bound books at but 50 cents each, nine new volumes will appear in March. Other spring publications of this house include volumes on poets by H. W. Boynton (March 30); painters, by G. B. Rose (March 30); and conquerors by W. L. Bevan (May); in *The World's Leaders*, edited by Prof. W. P. Treat and to be uniform with his *Leading American Series*; Luchaire's "Social France in the Time of Philip Augustus," edited by Louis Halphen and translated by E. B. Krehbiel; volumes of Grant Allen's "Historical Guides," new to America, includ-"Historical Guides," new to America, includ-ing handbooks on Tuscan towns, Umbrian towns and cities of Belgium, and Grant Allen's volumes on "Paris" and "Venice"; Duffield Osborn's "Engraved Gems, Signets, Talismans and Oriental Intaglios of All Times," with cuts of 700 gems, etc. (April 30); "Beyond War," by Vernon L. Kellogg, author of "Darwinism To-day," etc., an untechnical sketch of the natural history of man, which involves a new and strong biological argument for peace; a second series of J. A. Spender's "Comments of Bagshot"; J. Franklin Collins's and Howard W. Preston's "Illustrated Key to the Wild and Commonly Cultivated Trees of the Northeastern United States and Adjacent Canada," a pocket volume with 278 illustrations; and Constance D'Arcy Mackay's "Patriotic Plays and Pageants for Young People." By an odd coincidence the publisher's leading current new fiction is again by the three authors mentioned in this resumé a year ago, being Romain Rolland's "Jean Christopher in Paris," De Morgan's "A Likely Story," and Inez Haynes Gillmore's "Janey," by the author of "Phoebe and Ernest."

Travellers: Alfred Harcourt (east of the Mississippi); Desmond FitzGerald (west of the Mississippi and on the Pacific Coast); August H. Gehrs will represent them in the field.

Houghton Mifflin Company will continue the publishing of all their new fiction this year at net prices, and will also include their juvenile publications in the same class, thus issuing ali regular books at fixed prices. Their spring list is an unusually large and attractive one. The novels include Meredith Nicholson's "A Hoosier Chronicle," which has been pronounced his greatest book; "The Wrong Woman," by Charles D. Stewart, author of "The Fugitive Blacksmith," and a brilliant British novel, "Christopher," by Richard Pryce. In addition are novels by T. Russell Sullivan, Henry Herbert Knibbs, Frances Newton Symmes Allen, Willa S. Cather, Jeanie Gould Lincoln and Mary Rogers Bangs. "Polly of the Hospital Staff," by Emma C. Dowd, is a story for all lovers of Rebecca, Mary Cary and Little Nell, and bids fair to have a very large sale. Among the miscellaneous books, "The Promised Land," by Mary Antin, an autobiography of a Russian immigrant, is likely to attract wide attention; "Lee the American," by Gamaliel Bradford, Jr., is a searching and sympathetic study of the great Southern leader. The miscellaneous list contains numerous interesting titles on a wide variety of subjects.

Travellers: Frank Bruce (New York, Chicago and Philadelphia); H. S. Elliott (Middle West and Pacific Coast); W. D. Love (East, South and Canada); W. B. Pratt (Boston).

B. W. HUEBSCH's new spring books include "The Theories of Evolution," by Delage and Goldsmith, the subject of which is indicated by the title; "Replanning Small Cities," by

John Nolen, one of the leaders in the work of correcting the haphazard development of our towns; "Our Judicial Oligarchy," a presentation of the oppression and usurpation of our courts, by Gilbert E. Roe, whose former partner, Senator LaFollette, supplies the introduction; "The Mission of Victoria Wilhelmina," a most unusual story by a new author, Jeanne Bartholow Magoun; "Applied Socialism," which will answer the numerous questions as to actual practice in the Socialist state, by John Spargo; "The Super Race," a valuable contribution to eugenics, by Professor Scott Nearing of the University of Pennsylvania; "The Oppression of the Poor," a valuable contribution to the literature on social reform, by Charles F. Dole; and "Folk Festivals in America," a much needed work on a subject that is coming to the fore in every community, by Mary Master Needham.

Travellers: Frederick Hope; Laurens Maynard

Hurst & Company's offerings for this year are notable for the excellence of the values presented. Several new lines of Toy Books will be a feature, to retail at 10 cents to \$1; better in point of manufacture than anything heretofore shown. The Boys' and Girls' Copyrighted Series will have additional titles added, and three new lines of copyrighted books for boys and girls are announced. They also offer a list of popular copyrighted fiction books, formerly published at \$1.50, which will retail at 50 cents. Their old lines generally have undergone a complete transformation by many radical changes, thereby improving the entire list.

Travellers: L. M. Levy (large trade); George D. Hurst; E. C. Caldwell; Platt & Peck represent them on the Pacific Coast and the Middle West; McLeod & Allen are their Canadian representatives.

George W. Jacobs & Co. will have ready for publication on March 16 two new novels. One is "The Stake," by Jay Cady, author of "The Moving of the Waters," an unusual story of love and endeavor, which is bound to attract wide attention. The other, "The One-Way Trail," a story of the cattle country, by Ridgwell Cullum, gives a most vividly realistic picture of the rude life of the Montana grazing lands; it is sure to find even greater popularity than its successful predecessors, "The Trail of the Axe," "The Sheriff of Dyke Hole," and "The Watchers of the Plains," It will be illustrated with 4 full page color plates by Henry J. Soulen. "365 Chafing-Dish Recipes," uniform with the others of the 365 Recipe Series, will appear at the same time. They also have in preparation a splendid list of new juveniles, the titles of which will be announced later. The "Polly Page." "The Four Corners," "A Dear Little Girl," and Historic Series have all proven so popular as to warrant a new volume being added to each. "Alice's Adventures in Wonderland" will be added this year to The Washington Square Classics, a series which proved so successful during the past season.

Travellers: George W. Jacobs (Boston and



CHARLES A. CANNER
Representing The John Lane Co.

CHARLES A. CANNER, sales manager of The John Lane Co., started with The Baker & Taylor Co. in 1896. In 1903 he graduated and went with the Houghton Mifflin Co., remaining there, however, only two years. In 1905 he became identified with the John Lane house, and has since then travelled in their interest all over the United States and Canada, helping by enthusiastic work to build up their strong list. Among his intimate friends he is famed as a "scalp" specialist; not the kind for belt decoration, but nevertheless of a "hair-raising" species, "and he can prove it."

Providence); D. L. Macrae (large towns East, West and Pacific Coast); Arnold H. Munk (South, Middle West, Pennsylvania, New York State and New England); W. S. Beecher (small towns in the East).

WILLIAM R. JENKINS COMPANY have several books that will sell at sight among the people that are going to travel, and especially are going to travel to France this summer. "En Voyage," by T. M. Clark, is a very practical collection of conversations in French and English adapted to the use of tourists and classes, not dwelling on grammar troubles at all, merely making familiar the phrases travel makes necessary; "German for Daily Use" and "French for Daily Use," by E. P. Prentys, are very useful and helpful little books for travellers in Germany and France; and "The Complete Pocket Guide to Europe," to which such a man as Edmund Clarence Stedman and his son gave an interested and competent attention, is once more "up-to-date" for 1912. While waiting for the ship to sail

all prospective travellers should spend some evening playing "Connaissez-vous Paris?" "Divided Proverbs," "Citations des Auteurs Français," and other sources of information in the form of games on the Jenkins list."

MITCHELL KENNERLEY has a line of books that appeal to cultured, thinking people, whether they come properly accredited by big names and severe method of presentation, or whether they are garbed as fiction, which by fiction readers may sometimes not be recognized as the vital messages they represent. This year his line again shows books that must live.

Travellers: D. Vaughan (Eastern States); Laurens Maynard (Pacific Coast and Canada).

The Lamb Publishing Company call the attention of the trade to their large and complete line of de luxe editions of sets of books, comprising both standard as well as miscellaneous authors. They have materially added to the strength of their already large line by their recent purchases of over 500 different titles of publishers' remainders, included in which are books of fiction, travel, history, biography, juveniles, etc. The "World's Best Books," of sixty volumes (sold separately), has proved itself to be one of the best items, as the titles are of such a nature that they are in constant demand.

Travellers: S. G. Rains (West and Canada); Arthur W. Caldwell (Middle West and New England).

The John Lane Company's list for the spring and summer months includes as usual a number of important novels. The season opened with Max Beerbohm's delightful "burlesque," "Zuleika Dobson: An Oxford Love Story," which will be followed by Gilbert K. Chesterton's new novel, "Manalive"; "The Unknown Woman," by Anne Warwick, whose first novel, "Compensation," published last spring, placed this young author in the front rank of American novelists; "Wings of Desire," by M. P. Willcocks, author of "The Wingless Victory"; "Elsie Lindtner," by Karin Michaelis, a sequel to "The Dangerous Age"; and "The Ealing Miracle," a realistic story, by Horace W. C. Newte, author of "Sparrows," etc. Another Lane spring novel, which promises to be a sensational success, is "My Actor Husband," scheduled for April publication. This will be published anonymously, although it is understood that the author is a successful playright. From the Bodley Head come the new novels: "The Story of the Ploughboy," by James Bryce; "Sekhet." by Irene Miller; "Wayward Feet," by A. R. Goring-Thomas; "The Shadow of Power," by Paul Bertram; "Beggars and Sorners," by Allan McAulay; "The Knightly Years," by W. M. Ardagh, etc. The widely discussed "Recollections of Guy de Maupassant." by his valet (François), translated into English by Maurice Reynolds, is on the Lane spring list, as well as "Footprints of Famous Americans in Paris," by John J. Conway, dedicated to Colonel Watterson of Louisville, Kentucky; and "The Anarchists: Their Faith

and Their Record," by Ernest A. Vizetelly, author of "Emile Zola." Julian Street, rapidly becoming one of the most popular of America's young humorists, is represented with an originally amusing volume, "Shipbored," as well as with a second book, "Paris à la Carte," an account of certain of the author's "gastronomic promenades" of Paris. Both these volumes are illustrated by May Wilson Preston. William Watson, the noted English poet, is represented by a drama in four acts, "The Heralds of the Dawn," and Beatrice Irwin, a little volume of verse, "The Pagan Trinity." In Lascelles Abercrombie, the Lane Company feel that they have discovered a poet, who is destined to take a high place in contemporary poetry. His new volume of poems, just published, is "Emblems of Love." For the spring and summer traveller, or the less fortunate one who has to gain his knowledge of the world at large through reading, the Lane list offers three attractive titles: "About Algeria," by Charles Thomas-Stanford; "The Old Gardens of Italy: How to Visit Them," by Mrs. Aubrey Le Blond, with numerous illustrations from the author's own photographs; and "The Magic of Portugal," by A. F. G. Bell, author of "The Magic of Spain."

Travellers: Charles A. Canner, sales man-

ager (Boston, Philadelphia, Chicago, Detroit and Cleveland); Charles G. Giffin (entire New York City trade, New England, New York State, Pennsylvania, Baltimore, Washington and Mid-Western States); A. H. Gehrs (the South); Harry F. Hull (Pacific Coast); R. H. Wilkinson (Canada).

J. B. LIPPINCOTT COMPANY have just published Frederic J. Haskin's "The American Government." This valuable book on how the American government is conducted, gives complete information regarding all the de-partments and has been endorsed by the President, Cabinet and heads of departments. Lippincott's fiction offering this year started with Eleanor M. Ingram's automobile story, "From the Car Behind," characterized as "one continuous joy ride"; and Mrs. Grace Livingston Hill Lutz's bright and wholesome mystery story, "The Mystery of Mary." These are both illustrated in color and attractively gotten up. They have also just issued several new and important travel publications, "My Adventures Among South Sea Cannibals," an account of the experiences and adventures of a government official among the natives of Oceania, by Douglas Rannie, which teems with unusual scenes; also, "The Tailed Head-Hunters of Nigeria," an account of an official's seven years' experience in the Pagan Belt of Northern Nigeria, and a description of the native tribes, by Major A. J. N. Tremearne: "Through Timbuctu and the Great Sahara," an account of an adventurous journal of a pagan adventurous journal of an adventurous journal of an adventurous journal of an adventurous journal of a pagan adventurous ney of exploration from Sierra Leone to the source of the Niger, Sahara to Algiers, by Capt. A. H. W. Haywood; and "Among the Eskimos of Labrador," a record of five years' intercourse with the Eskimo tribes of Labrador, by S. K. Hutton. "Amateur Gardencraft," a book for the home-maker and garden

lover, by Eben E. Rexford, is also now ready. "Hidden House," by Amelie Rives, author of "The Quick or the Dead," announced for early spring publication, is a study of dual personality, with a most unusual ending; John Reed Scott, the author of several dashing romances, has written another of his excel-lent stories, entitled "The Last Try"; "The Raid of the Guerilla," by Charles Egbert Craddock, is a collection of this author's admirable stories of the Great Smoky Mountains. A new detective story by Carolyn Wells, entitled "A Chain of Evidence," displays again the remarkable versatility of Fleming Stone, a detective who rivals Sherlock Holmes. "One of Us," by Ezra Brudno, is a psychological novel. Will Levington Comfort, author of "Routledge Rides Alone," a story which, in this the third year since it was published, is still gaining in sales, has created in Andrew Bedient, the principal character of his new novel, "Fate Knocks at the Door," a character who will rival "Routledge" in popularity. Non-fiction from this house includes "The Railway Conquest of the World," "Moving Pictures: How They Are Made and Worked," "Guardians of the Coast: The Lighthouses and Other Lights of the World," by F. A. Talbot, "A Compendium of Aviation and Aerostation," by Lieut-Col. J. Hoerings: "A Manual of Heraldry" by Cale Hoernes; "A Manual of Heraldry," by Gale Pedrick, and "The Wit and Humor of Colo-

nial Days," by Prof. Carl Holliday.

Travellers: Horace S. Ridings (East and large cities of the Middle West); Thomas H. Clagett (Southwest, Canada and Pacific Coast); and Herbert M. Gaskill (South and Middle West).

LITTLE, Brown & Company opened the 1912 publishing season with E. Phillips Oppenheim's "Peter Ruff and the Double Four," which this popular author has created, in his hero, one of his most original characters. Of the fiction by this firm already issued Anna Chapin Ray's new novel, "The Brentons," deals with the career of a minister who forsook the pulpit for the laboratory; "The Saintsbury Affair" is a mystery story with a new plot by Roman Doubleday, who wrote "The Hemlock Avenue Mystery," while "Lonesome Land" is an unusual story of ranch life in Montana, by B. M. Bower, author of "Chip of the Flying U," etc., a book that went into three printings before publication. "Young Beck" is the story of a university man in the role of a Sherlock Holmes, by McDonnell Bodkin, the creator of "Paul Beck." This firm, publishers of Henryk Sienkiewicz's previous books, has just issued the latest story from the pen of this famous Polish author, "In Desert and Wilderness," which deals with two kidnapped children in the desert and wilderness of Africa. On March 9 Payne Erskine's romance of the Blue Ridge, "The Mountain Girl," which has been running in the Ladies' Home Journal, will appear, while after April 3, Louis Joseph Vance's novel, "The Bandbox," with Keller pictures, promises to be this firm's big seller. On the same date will appear H. B. Marriott Watson's adven-



JOSEPH E. GREENE Representing Little, Brown & Co.

Joseph E. Greene, the new representative of Little, Brown & Co., travelled last year for A. L. Burt & Co. Previous to that, from the time he began as an office boy in 1897 until the close of 1910, he was with the Macmillan Co., where he received a thorough training in the stock and invoice departments. By that time, well-grounded in the encyclopedic catalogue of this famous house, he became their city salesman. In 1909 and 1910 he travelled for them throughout the country, and thus gained that wider knowledge necessary to the full-fledged salesman.

ture story, "The Big Fish," and a reissue of Mary E. Waller's "Sanna," which Little, Brown & Co. have taken over from Harper. In May, Anna Alice Chapin's Virginia mountain story, "The Under Trail"; Captain Danrit's thrilling story, "The Sunken Submarine," and a new book of humor by George Fitch, called "My Demon Motor Boat," will be published. Little, Brown & Co.'s miscellaneous spring publications include "A Handbook of Home Economics," by Etta Proctor Flagg; "Effie's Christmas Dream," a play made from Louisa M. Alcott's "A Christmas Dream"; "The Boys' Parkman," compiled by Louise S. Hasbrouck; "The British West Indies," by Algernon E. Aspinall, in the All-Red British Empire Scries; "Five Hundred Ways of Making Pin-Money," by Lilian W. Babcock, and "Anomalies of the English Law," by S. Beach Chester. A 28th printing of Mary E. Waller's "The Wood Carver of 'Lympus'; a 4th printing of "At Good Old Siwash," and a 14th printing of Jeffery Farnol's masterpiece, "The Broad Highway," are announced.

Travellers: Joseph E. Greene (large Eastern cities); Andrew D. Pierce (Pacific Coast, Northwest and New England); Frank Jones, (South and Middle West).

LONGMANS, GREEN & COMPANY announce. among their several hundred books under way for publication in 1912, two books of marked interest and importance, published this month, the long-awaited authorized "Life of Cardinal Newman," based on his private journals and correspondence, by Wilfrid Ward, and the concluding volume of Sir George O. Trevelyan's monumental work on the American Revolution, entitled "George III. and Charles Fox." Science will be well represented by four new series of technical monographs on "Electrical Engineering, Mathematics, Inorganic and Physical Chemistry," and a large number of individual books. In medicine, the new series of International Medical Monographs, which is attracting much attention, will be added to. A number of new American books will be added to the Longmans' educational list, including a unique and very interesting book for supplementary reading, called "In Oldest England," by Prof. Krapp of Columbia; the fifth Horace Mann Reader, and a manual for teachers using this series. A portrait catalogue of Lenten books for 1912, just issued, shows that the big-selling book of the year will be Dr. A. W. Robinson's "Spiritual Progress," which the Bishop of London has selected from the spring output for special commendation. In accordance with his annual practice, he recommends that all in his diocese purchase and read one particular book of distinction. The book so chosen usually has almost as pronounced a popularity in the United States as in England. Books by six English and American bishops are noted, besides devotional works by many other American and English writers. In Catholic theology, there are new books by Monsignor Benson, Mgr. Batiffol, Prof. Von Ruville, Joergenson, the Danish writer, and B. W. Maturin.

Travellers: Edward J. Vass (East and Middle West); Laurens Maynard (Far West).

Lothrop, Lee & Shepard Company have plans laid for an active year. Their first important step will be to bring out a new edition of the twenty-four standard novels of Amanda M. Douglas in a new and rich style of binding, with photogravure picture wrappers. Each book will also have a new frontispiece by John Goss, and the price will be cut to a popular figure, in spite of the multiplied attractiveness. This new edition will go on sale April 1st. Their new spring juveniles will be led by another volume of the Dave Porter Series, by Edward Stratemeyer, which stood so high among the juvenile best-sellers of 1911. On April 1st will also be published a new volume of the St. Dunstan Series, by Warren L. Eldred, and a new "Prue" book, by Amy Brooks. On September 1st they will offer a novel by Maud Howard Peterson, whose powerful book, "The Potter and the Clay," is so well-known; and

their fall juveniles will fully maintain the pre-eminence of the house in this respect.

Travellers: John E. Lander (New York City and East); L. W. Adams (Chicago and West); William G. Marple (South and Middle West).

McBride, Nast & Co., finding that their magazines, Travel, House and Garden and The Boat Buyer, have created a strong demand for books both along the special lines of these publications and also the general lines, have the following list of books ready for spring publication: "The Lovers of Sanna," by Mary Stewart Cutting, always a popular writer; "The Second Deluge," a tale of adventure and wonder, by Garrett P. Serviss; and "Träumerei," a story of love and mystery by Leona Dalrymple, are among the novels. Among the travel titles are "Windmills and Wooden Shoes," a graphic delineation of Holland, by Blair Jaekel, F.R.G.S.; "Andorra, the Hidden Republic," in which Lewis Gaston Leary pictures the highest, smallest, poorest republic in the world; "Through Our Unknown Southwest," by Agnes C. Laut, well known for her enthusiasm and remarkable writings on southwestern United States; and "Sicily," by Arthur Stanley Riggs, F.R.G.S. There will also be a "human interest" guide-book called "Planning a Trip Abroad." "Let's Make a Flower Garden," by Hanna Rion, both inspirational and practical. Following it will come four of the House and Garden Making Series—"Making a Rose Garden," "Making a Lawn," "Making a Tennis Court," and "Making a Garden Bloom This Year." "The Half-Timber House," by Allen W. Jackson, and "Concrete and Stucco Houses," by Oswald Herring, are separate books in which each type of building is discussed in all its phases. In "Architectural Styles for Country Homes" the problem of the kind of style to employ in building is thoroughly discussed with all possible latitude. Photography for the very beginner is treated concisely, simply and adequately in "A First Book of Photography," by C. H. Claudy, Preparations are being made by this publishing house to extend its list very materially in the autumn.

Traveller: James A. McCann.

A. C. McClurg & Co. have a well-balanced spring list which includes several especially good novels and a number of valuable books in other branches of literature. Prominent in the list are stories by such popular favorites as Randall Parrish and Clarence E. Mulford; a volume of memoirs of the Spanish Court, by Hon. Wm. Miller Collier; a lively volume by the Marquis de Castellaine, entitled "Men and Things of My Time"; a timely work on "Africa of To-day," by Joseph King Goodrich: a new volume by Wm. S. Sadler, M.D., entitled "The Physiology of Faith and Fear." a work which the author dedicates to "All Who Worry": "How to Save Money," by Nathaniel C. Fowler, Jr., which, in addition to telling about the best forms of investment, also tells what should be avoided; a new "Dame Curtsey" book; and several other



E. J. VASS
Representing Longmans, Green & Co.

E. J. Vass, of Longmans, Green & Co., started in business with Raphael Tuck & Sons twenty years ago, going from there to that great fitting school for the publishing business, The Baker & Taylor Company. He has been with the Longmans for fifteen years, in which time he has gained much valuable experience in various departments of the business, and is especially well posted in theological literature. For the past two years he has represented this house in the East and middle West with marked success.

works of interest, including a reprint of Vigilante Days and Ways," by Nathaniel P. Langford

Travellers: For the publishing department, F. L. Howell (East); E. T. Sargent (Middle West); S. L. Willard (Pacific Coast).

David McKay publish a number of new books that should win popularity. Among these one that should sell particularly well is "The A B C of Auction Bridge and Other Bridge Variations," by Edwin Oliver, revised for American players. The "Autobiography of a Baby," by T. L. Bradford, is the story of a child's life from birth, interesting, humorous and instructive. "How to Cook in Casserole Dishes," by Marion Harris Neil, best receipt editor of the Ladies' Home Journal and editor of Table Talk, has a wide appeal to housewives. Two new titles are added to the Popular Hand-Book Scries, "Physical Health Culture," an illustrated manual, and "Eusiness Letters and Forms," a guide to commercial correspondence. The third volume of Gilbert Patten's Clif Stirling Series, "Clif Stirling, Stroke of the Crew," is ready



WILLIAM P. ALBRECHT Representing the Macmillan Co.

WILLIAM P. ALBRECHT started with The Macmillan Company in 1900 as office boy, and after passing through the various departments necessary for a thorough training, became head of their invoice department in 1904. After three years' management of this extensive department, he became their New York City salesman, serving in this capacity for about two years. He now represents the company throughout the East and middle West.

for boy readers. In addition to these the house has a new popular price line of copyright boys' books in preparation, a new title in the Merriwell Series, a new title in the Boys of Liberty Library, and three new titles

in the Girls' Own Library.

Travellers: Harry T. Harper; David Mc-Kay; Alexander McKay.

THE MACMILLAN COMPANY.

Travellers: A. Sage Swanson, sales manager (Boston, Philadelphia and Chicago);
Wm. P. Albrecht (Middle West and Eastern territory); John F. Winters (New York City); Desmond FitzGerald (extreme South and Pacific Coast territories).

MOFFAT, YARD & COMPANY publish this season a number of new novels by well-known authors. "The Sentence of Silence," by Reginald Wright Kauffman, whose "The House of Bondage" has been widely discussed: "The Bondage" has been widely discussed; "The Principal Girl," by J. C. Snaith, author of "Araminta"; "The Mystery of No. 47," by J. Storer Clouston, author of "The Lunatic at Large," and "My Lady Peggy Leaves Town," by Frances Aymar Mathews, author

of "My Lady Peggy Goes to Town." Other important works from the house are "Surgery and Society, a Tribute to Listerism," by C. W. Saleeby; a series called "New Tracts for the Times," comprising short authoritative treatises on vital social and moral prob-lems, by eminent authors; and "Shakespeare on the Stage," by William Winter. "Inde-pendence Day," and "Flag Day," in Robert Haven Schauffler's Our American Holiday Scries, are inexpensive and useful volumes, admirably adapted to home and school reading. For the young there are new books in "When Mother Lets Us" Series, "When Mother Lets Us Cut Pictures," and three "When Mother Lets Us Travel" volumes,

covering Holland, France and Italy.

Travellers: E. W. Hall (large cities, East and West); Howard C. Lewis (New York State, New England, and New York City); Laurens Maynard (Pacific Coast and the

JOHN MURPHY COMPANY of Baltimore have just issued a New Pocket Edition of the Bible, with annotations, references and an historical and chronological index. It is printed from new electrotype plates on India paper, and contains 13 beautifully colored lithographed maps of Palestine, Holy Land. As publishers of Cardinal Gibbons' works, they announce the appearance of an extended biography of the Cardinal, by Allen S. Will. A.M., Litt.D., city editor of the Baltimore Sun. The author has devoted to his subject long and painstaking research, and has thrown new light on the great career of the Cardinal, dealing with it at every period, from youth to the present time. They publish also "Maxims of Cardinal Gibbons," a perpetual calendar, compiled by Cora Payne Shriver, and "Words of Wisdom to the People," from the writings and speeches of the Cardinal.

Travellers: Travelling representatives, Geo. Fitzgerald: local representative, Frank

THOMAS NELSON & Sons publish the Bible in both the King James Version, edited and revised in 1611, and the American Standard Version, edited by the American Revision Committee in 1901. They have very attractive editions in both versions, and can supply them in a large variety of type and all styles of binding. They call special attention to the Red Letter Scholars Bible in the King James Version, also the Red Letter Teachers Bible in the American Standard Version. Nelsons also publish prayer books and hymnals for the Episcopal Church in four sizes of type, and have ready a number of new and attractive styles of binding, also very dainty white books for bridal souvenirs. They announce the "Heart of the Bible," which contains the Bible narrative in historical order, using the words of the Bible itself taken from the American Standard Version, arranged specially for the reading of Bible stories to children, but also a good book for Bible students of all ages. In the New Century Library of Standard Authors, on India paper, they are now completing the publication of "Dumas," ten volumes of which are now ready, and the remaining eight volumes will be issued at the rate of one each month. They also publish Nelson's Edition De Luxe of Standard Authors, on India paper, bound in full genuine morocco, including the works of Dickens, Thackeray, Scott, Hugo, Shakespeare, Eliot, etc. These editions are sold in complete sets only, and the prices are on the net basis. They have just published a special Library Edition of Dickens, printed on India paper, and bound in full genuine pigskin. This makes a superb Dickens set, and is sold on the net basis. Nelsons have a fine line of miscellaneous, juvenile and toy books, also devotional and birthday books.

Travellers: H. B. Smith (East and Pacific Coast); J. J. Hamilton (South and New England); George F. Bachmann (Middle West); A. C. Keowen (local and West); Thomas

MacLaren (Middle West).

J. S. OGILVIE PUBLISHING COMPANY, New York, have increased the number of issues in their Railroad Series of fiction to seventy titles, and are adding new titles from time to time to their Joke Book Series, both of which lines appeal to the Railway News Co. trade. Their Laura Jean Libbey books, in cloth binding at a popular price, have met with success, and they are pushing them vigorously. Their "Mystery of the Ravenspurs," by Fred M. White, published last fall, met with considerable success, and they expect to have other books by this coming author from time to time.

books by this coming author from time to time. Traveller: They are well represented on the road by William Badenhop, who has been with them for the last three and one-half years. They are also represented in special States and sections, including the Southwest, the Pacific

Slope, Canada and Australia.

OUTING PUBLISHING COMPANY are now located in new quarters in the Herald Square Building, at 141-145 West 36th Street. following titles are scheduled for publication during March and April: "The Triangle during March and April: "The Triangle Cupid," by Charles Alden Seltzer, is a stirring tale of the cattle country, in which the reader renews the acquaintance of the interesting characters in "The Two-Gun Man" and "The Range Riders." "Foot Loose and Free," by Stephen Chalmers, tells of a clerk who re-belled against New York one hot summer night, slipped his cable of cares and sailed for the port of frolic and fun. "The Book of the Navy," by N. L. Stebbins, a pictorial history of the United States Navy of to-day, contains 150 photographs of battleships, cruisers, cutcolliers, etc., with an accurate account of displacement, equipment, speed, armament, etc., of each. The Outing Handbook Series, the first titles of which were published last fall, has been supplemented by the following works: "Apple Growing," by M. C. Burritt; "Camps and Cabins," by Oliver Kemp; "Making and Keeping Soils," by David Buffum; "Navigation for the Amateur," by Captain E. T. Morton; "Practical Poultry Keeping," by R. R. Sando: "Profitable Breeds of Poultry." R. B. Sando; "Profitable Breeds of Poultry,



GEORGE F, BACHMANN
Representing Thomas Nelson & Sons.

George F. Bachmann, who represents Thomas Nelson & Sons, started in the book business in 1885 as list boy with the old firm of E. & J. B. Young & Co. They advanced him steadily until he became a full-fledged travelling man, representing them in the Middle West until their consolidation with Thomas Nelson & Sons in 1903. He represented the Nelsons in the same territory up to two years ago, when he was assigned to Chicago and other large cities in the middle West. This larger field necessitated giving up a good many towns he had made for a number of years. Though he feels a keen regret not to be able to call on many old friends, he is making many new ones elsewhere.

by A. S. Wheeler; "Rifles and Rifle Shooting," by Charles Askins; "Scottish and Irish Terriers," by Williams Haynes; "Sporting Firearms," by Horace Kephart; "The Yachtsman's Handbook," by Commander C. S. Stanworth, U. S. N., and others.

Travellers: W. J. Gallagher (East); Laurens Maynard (Pacific Coast).

Oxford University Press offer, as the latest addition to their line "The 1911 Bible," which is published in a variety of bindings, printed on both fine white and the well-known Oxford India papers. This Bible appeals particularly to those who appreciate the rhythm of the language of the Authorized Version, and yet who wish a text free from obsolete words and phraseology. Thirty-four of the leading American scholars, representing all denominations, co-operated in producing it. The "Scofield Reference Bible," edited by Rev. C. I. Scofield,

is gaining ground steadily among Bible students, who find invaluable aids in the new system of connected references and annotations, explanations of discrepancies and the new paragraph system. Among the many new books published by this firm during the past year the "Concise English Dictionary" is especially noteworthy. It is founded on the great Oxford English Dictionary, edited by Dr. Murray, now nearing completion. This "Concise Dictionary" contains 50,000 key words, and it is marvellous to see how much information is comprised in its 1050 pages. It is printed on white and thin Bible papers, and is sold in both cloth and leather bindings.

Travellers: W. W. McIntosh; C. C. Schepmoes; D. I. MacFadyen; H. V. Clulow; Charles Korbel; Frederick Bayer; William H. Allen; O. J. Hammer.

L. C. PAGE & COMPANY will continue this season their policy of confining their publications exclusively to copyright titles and lines. Their list of new titles will include, all told, some fifty volumes, of which about a dozen will be fiction, to be issued not more than one each month. The leading fiction title will be the new book by L. M. Montgomery, author of "Anne of Green Gables," etc., which is tentatively entitled "Chronicles of Avonlea," the scene of which is again the author's favorite Prince Edward Island. Another book of importance is a sequel to "Miss Billy," by Eleanor H. Porter, whose first book went through half a dozen editions in 1911 and is in increasing demand. Much is expected of "The Forbidden Trail," the new novel by Edgar M. Dilley, author of "The Red Fox's Son," as well as of "The Dominant Chord," by Edward Kimball, and "Naomi of the Island, by Lucy Thurston Abbott. The leading new juvenile will be the eagerly-desired new Little Colonel book, "Mary Ware's Promised Land." This is a definite announcement and will make some amends for the non-appearance of the new Little Colonel Book in 1911. Each of their standard series of juveniles will have a new volume and three new juvenile series will be started-a Panama Series, by Forbes Lindsay, the first volume of which will be called "Ralph Somerby at Panama"; the Boys' Story of the Newspaper Series, by Charles Harcourt, to be inaugurated with two new volumes; and the Pioneer Boys Series, also with two new volumes—"The Pioneer Boys of the Ohio" and "The Pioneer Boys of the Great Lakes," by Harrison Adams. In miscellaneous books a new volume will be added to the Art Galleries of America Series, namely, "The Art of the Washington Galleries"; two new volumes in the Art Galleries of Europe Series-"The Art of the Berlin Galleries" and "The Art of the Ufizzi Palace and the Florence Academy"; and a book of first importance is "The Spell of France," by Caroline Atwater Mason, a companion volume to that author's successful "The Spell of Italy." A feature will be made of two new holiday editions—"Anne of Green Gables" and "Anne of Avonlea"-from new plates, with new illustrations in full color and man decorations, to be published at \$2.50 each. Travellers: George Sully, principal cities East, including Canada; F. T. J. Nunan, principal cities West, including Pacific Coast; John J. Mullin, the South, Middle West and New England.

THE PENN PUBLISHING COMPANY on January I moved to its new quarters in the Miles Building, 218-226 South Eleventh Street, Philadelphia, where they have nearly three times the space they occupied in the old Arch Street building. The new quarters will, without doubt, give an added incentive and opportunity for enlarging and broadening their publishing business. During the season of 1912 they will publish "Ashton-Kirk, Secret Agent," by John T. McIntyre, a versatile writer, whose first story, "Ashton-Kirk, Investigator," was favorably noted as a well-balanced, strong detective story. In the new volume the hero is employed by the United States Government on an international case. Helen Sherman Griffith, whose "Rosemary for Remembrance" was welcomed by a considerable number of readers, will this year publish a companion volume entitled "Heart's Content." E. B. Morris, known as a playwright of no little note, offers a charming summer idyl of the Jersey coast. The title will be "Blue Anchor Inn," and the cover will be designed by C. Coles Phillips. Among the juveniles are a volume by Margaret Warde, author of the Betty Wales Books, an addition to the Little Princess Series, by Aileen C. Higgins, and "Glenloch Girls at Camp West," in Grace M. Remick's popular series. "Peggy Owen, Peacemaker," the fourth volume of Mrs. Lucy Foster Madison's stories of the Revolution, concludes this most valuable quartette of books. Alice Louise Lee's two college stories are supplemented by "A Junior Co-Ed," which is a continuation of Winifred Lowe's career at Huntingdon University. There are new titles in several of the boys' series, notable among them being John T. McIntyre's "Young Continentals at Monmouth," the fourth and concluding volume of his Continentals Series; and "Roger Paulding, Gunner's Mate," which is Commander Edward L. Beach's second volume in the Navy Series. "The Boy Scouts of Woodcraft Camp" is the commencement of the new series of nature stories by Thornton W. Burgess, who is thoroughly at home with this subject. Captain C. E. Kilbourne, U. S. A., a new writer for boys, contributes "Don Page, Color Sergeant," a story of the United States Army in China at the time of the Boxer troubles. New books in the Vacation Series, a line of juveniles at 60 cents which has attained a high degree of popularitv. are "The Rambler Club's Gold Mine" and "The Rambler Club's Aeroplane," by W. Crispin Sheppard; "Letty's New Sister," by Helen Sherman Griffith; "The Wreck of the Princess," by James Otis, with other titles to be added later by various well-known authors. The Industrial Series, a semi-educational line of books commenced last season, is augmented by "The Story of Iron and Steel," by Elizabeth I. Samuel, and "The Story of Lumber;" by Sara Ware Bassett. These books are intended to give the child an idea of the various industries of the country in a pleasing and interesting manner. New titles in the *Popular Handbook Series* are "Death Deferred," by Hereward Carrington, and "Dairy Farming," by D. S. Burch,

Travellers: Charles C. Shoemaker, New York City and Boston; Frank W. Shoemaker, other large cities and Pacific Coast; Albert Rappaport, South and Middle West; Richard H. Chambers, Middle West; Edward W. Mumford, East.

The Pilgrim Press, have this last year added a number of books to their list. "Through the Mill," by Al Priddy; "Just Over the Hill," by Margaret Slattery; "Modern Man's Religion," by Charles E. Brown; "Darwin, and Contemporary English Thinkers; Their Religious and Ethical Value," by S. Parks Cadman; "Little Animal Stories," by Frances Weld Danielson; "The City That Never Was Reached," by Jay T. Stocking; "In Playland," by Frances Weld Danielson. Additions to their unique and attractive series of little books, so well known all over the country, are "Peter in the Firelight," by William Allan Knight; "My Four Anchors," by Lyman Abbott; "School of Life," by Washington Gladden; "Victorious Surrender," by Henry Turner Bailey; "A Letter to the Rising Generation," by Cornelia A. Comer. A new envelope edition of "The Song of Our Syrian Guest," by William Allan Knight, is issued.

Isaac Pitman & Sons, 2-6 West 45th Street, New York, have recently issued the following works: "Manual of Latin Phonography," by Rev. W. Tatlock, S.J.; "Miscellaneous Readings in Isaac Pitman Shorthand"; "Pitman's Examination Notes on Shorthand"; "Talks with Shorthand Students"; "Stenographie Pitman," by Spencer Herbert; "Vest Pocket List of Grammalogues and Contractions in Pitman Shorthand"; "Key to Bookkeeping Simplified," by Fred J. Ney; "Style Book of Business English," fourth revised edition; "The Card Index System," by R. B. Byles; "Systematic Indexing," by J. Kaiser; "Pitman's Commercial Spanish Grammar," by C. A. Toledano; "Pitman's Commercial Italian Grammar," by Luigi Ricci; "Pitman's Commercial French Grammar," by F. W. M. Draper, B.A.; "Pitman's Commercial German Grammar," by J. Bithell, A.M.; "Spanish Business Letters" (Second Series), by E. McConnell; "Italian Business Letters," by A. Valgimigli; "German Business Letters," by A. Valgimigli; "German Business Letters," by A. Bernhardt; "French Business Cetters," by A. Bernhardt; "French Business Cetters," by J. Bernest Bayley; "Practical Course in Touch Typewriting," tenth edition; "Course in Isaac Pitman Shorthand," new and revised edition; "Card Key to Course in Isaac Pitman Shorthand."



GEORGE J. M'LEOD of McLeod & Allen.

GEORGE J. McLEOD was born in 1870 at Wakefield, Mass., and started in the retail book business in Boston in 1884. In 1886 he went with the Mutual News Co., Boston, which was succeeded by Frank F. Levell & Co. When Lovell moved from Boston to New York McLeod came also, and was with the United States Book Co. and other concerns started by the Lovells for a number of years. During this period he travelled practically all over the United States and parts of Canada. For two years he represented F. Tennyson Neely, making Chicago and the Eastern and Southern States, and afterwards was with Rand, McNally & Co. He went to Toronto fourteen years ago, where for two years he conducted a business in his own name. Twelve years ago he formed a partnership with Thomas Allen urder the firm name of McLeod & Allen, which by dint of Yankee push and Canadian enterprise has become one of the best known jobbing houses in the Dominion, especially for the sale of American books.

Travellers: P. C. Leadbeater (general representative); A. C. McClurg & Company and Robert S. Leete & Co., Chicago (Middle West); Cunningham, Curtiss & Welch, San Francisco and Los Angeles, Cal. (Pacific Coast); M. D. Fulton, Springfield, Mass.

THE PLATT & PECK Co. list will be greatly expanded this year by additions of books from several branches of literature. Among the important books to be issued shortly may be nentioned "Youth and Opportunity," by Thom-



WILLIAM S. SIEGEL
Representing Rand, McNally & Co.

WILLIAM S. SIEGEL of Rand, McNally & Co., has represented his firm for many years, in almost every city in the United States and Canada. Each season he pushes into new territory, blazing a business trail with his line and increasing his sales every year. "Billy" Siegel, as his friends affectionately call him, like many other well-trained travellers, started in the book business fresh from school. He began with Charles T. Dearing at Louisville, and his experience of ten years there in the retail business was a decided advantage in the making of his success as a travelling salesman.

as Tapper, lecturer at Cornell and New York University, a book of uplift and inspiration. "Auction Bridge Dont's," by Walter Camp, will be a standard handbook of the game with new ideas for bridge players, uniform in style with "Bridge Don'ts," which has been acquired from Collier & Son. In the Shown to the Children Series there will be added one title "Gardens Shown to the Children," an exquisite book with many colored plates and packed with simple advice on home gardening. "Songs of the Prairie," by Robert Stead, is an unusual volume of verse with real "heartgrip" poetry of the great Northwest for which a large sale is predicted. "Letters from a Father to His Son Entering College," by Charles F. Thwing, president Western Reserve University, promises to be a strong item recommended as a commencement gift to young men. "Principal Goodlove's Estates," by Lilian E. Roy, is an allegory with a flavor of Christian Science. In the holiday or gift book sec-

"Dickens' Christmas Books," illustrated by George A. Williams, formerly published by Baker & Taylor Co., will be issued in a brand new style, with handsome borders and colored illustrations, at a popular price. Several new and dainty gift books are now in preparation, of which details will be given later. New editions of old favorite juveniles will be a big feature. A handsome new "Alice in Wonderland" and "Mother Goose" at a popular price; Fairyland Series of old favorites like "Red Riding Hood," with exquisite color plates; "Bedtime Stories," by J. G. Kernahan; "Princess Polly at School," by Amy Brooks, are some of the titles in the juvenile list. In addition to their own publications The Platt & Peck Co. will represent Hurst & Co. on the Pacific Coast, the West and the Middle West. Travellers: Donald W. Newton; Alvin D. Hill, and G. E. Platt; also Ewart C. Caldwell, of Hurst & Co., who will cover the South.

James Pott & Co. offer this year an exceptionally strong line of Bibles, Testaments, Prayer Books, Hymnals, etc., containing many new styles and features, all bound in their patent non-breakable, open-flat binding; also a large number of new books of travel and biography, etc., will be issued later in the season

Travellers: Frederick W. Hallam; Chas. R. Duryea; A. B. Tillinghast; J. R. Hatfield; W. G. Chase; C. B. Steele.

G. P. Putnam's Sons during the past three vears have so strengthened their list that their travellers find easy access to buyers. This year, in fiction, they announce a new book by Mrs. Barclay, "Through the Postern Gate" (a summer idyl of rare charm). They have also introduced some new writers not only of promise but of actual attainment. Among them are E. M. Dell, author of "The Way of an Eagle"; Humfrey Jordan, author of "A Joyous Wayfarer"; M. Ellen Thonger, author of "The Bees." A new book by the author of "Bawbee Jock," and for the fall a new book by Myrtle Reed are also promised.

Travellers: Sidney H. Putnam (New York, Boston, Philadelphia and Chicago); H. L. Allison (Pacific Coast, New England and larger towns of the East and Middle West); Walter McGall (the South and smaller towns of the East and Middle West).

RAND, McNally & Company are to publish on March 1st a manuscript by Balzac never before published in English, entitled "Love in a Mask." For over half a century the manuscript, presented by the author to the Duchess de Dino, has lain in the ducal library. Recently it found its way to the French publisher and first appeared in print in Paris, the spring of 1911. "Lady Eleanor: Lawbreaker," by Robert Barr, is a love story of Richard Sheridan's time, a mirror of his circle and hour. A third book to come from this house is "Betty Moore's Journal," by Mrs. Mabel D. Carry, a vigorous plea in story form for the restoration of the ages-old rights of

motherhood—not only for motherhood, but for the place of the home with that pleasureloving class that now so dominates and makes the pace for the life of the republic.

Travellers: M. A. Whitman (East and Atlantic Coast States); W. S. Siegel (Central States, Middle West and South); P. A. Coates (West and South); A. A. Belford (Pacific Coast); Geo. Flanagan (Chicago); A. S. Austin (New York).

The Reilly & Britton Co. of Chicago announces to the trade the removal on May I of its offices and warerooms to the Graphic Arts Building, 1006-1012 South Michigan Avenue, where it will occupy the entire fifth floor—a space twice as large as its present quarters and one of the best locations in the city of Chicago. In view of the expansion of its business, the Reilly & Britton Co. will hereafter confine its efforts strictly to its own line, with the exception of handling the Harold Bell Wright novels published by the Book Supply Company and the popular-priced Unabridged Dictionaries of the G. & C. Merriam Company. The year 1912 will show a large increase in the R. & B. list of publications. Early in the year a number of new items will be added to the very popular line of graduation books, known to the trade for their originality, freshness and easy-selling qualities.

Travellers: S. H. Darst (the Central and Western territory); W. F. Lee (the East, Canada and the Pacific Coast territory); S. D. Siler (the Southern territory).

FLEMING H. REVELL COMPANY'S full line for the year had not been made up when Publishers' Weekly went to press. A very tentative list of their spring announcement includes in the travel and sociological field such authors as Dr. W. A. P. Martin, J. Dyer Ball, Kivoshi Kawakami and Arthur E. Copping. Among their essays and studies will be found new works by Newell Dwight Hillis, Edward W. Bok, Henry W. Clark. In their sermonical and religious line will be found works by Robert F. Horton, G. A. Johnston Ross, G. Campbell Morgan, James W. Lee, J. Wilbur Chapman, S. D. Gordon. In the missionary field will be found new works by George F. Herrick, Robert McCheyne Mateer and others. A conspicuous addition to the International Leaders' Library, their popular 50-cent reprint series, includes Harold Begbie's "Twice Born Men"; J. Wilbur Chapman's "The Personal Touch"; A. T. Pierson's "Many Infallible Proofs"; H. W. Smith's "The Open Secret"; A. J. Gordon's "Ministry of the Spirit"; W. H. T. Gairdner's "Echoes from Edinburgh," and J. Elder Cumming's "Through the Eternal Spirit"

"Through the Eternal Spirit."

Traveliers: Fleming H. Revell, Jr.; Charles
M. Roe; Wm. H. Mook, Jr.; Alvin E. Raettig.

WILLIAM RICKEY & COMPANY, who took over the plates and business of both B. W. Dodge & Company and the Metropolitan Press, have on their list for early publication: "The Book of Parties and Pastimes," by Mary Dawson and Emma Paddock Telford,

—a companion volume to "The Book of Frolics for All Occasions," which was publish last year; "Mrs. Drummond's Vocation," by Mary Ryce; "The House of Chance," by Gertie de S. Wentworth-James, author of "White Wisdom," "The Price," etc., a story with a baffling mystery and a delightful heroine; "Downward," by Maud Churton Braby, author of "Modern Marriage and How to Bear It," a story out of the common run. Troveilers: William Rickey; J. C. Young; Laurens Maynard.

THE SAALFIELD PUBLISHING COMPANY—the name alone suggests Muslin Books, for this firm has devoted thoughtful effort to its large line of these books, which still grow in the popular favor. For 1912 they announce two new series. There is a series of large books, 9 x 14 inches, devoted chiefly to animals-and children instinctively love even the pictured pets. The titles of the smaller series are suggestive—Rag, Tag and Bobtuil, My Guinea Pig, Book of Bunnies, Kitty Clover. We pass on to a couple of Paint Books, the first made in the shape of the gaudy, tri-colored balls that bound here and there at a touch. The Tandem Series are clever novelties, for instead of being stitched at the binding edge, they are merely folded, and being printed on stiff stock, when opened out, they will stand alone, and there you have a group of tremblyrosed, long-eared rabbits, a long row of frolicking dogs, etc. There are four titles in this series. The Choo-Choo Series are in this series. four-color books, for the child just stepping out of babyhood. The "Choo-Choo Book," for instance, shows the different means of locomotion-railway train, aeroplane, motorboat, automobile, etc. Many are the journeys that will be taken on the Make-Believe Limited, a cut-out "Train Book." Open it out, and there will be the engine drawing the baggage-car, dining-car, Pullman, etc. On the reverse side of the pages the interior of the cars will be shown. A new edition of "Jack and the Beanstalk" is to be issued in the same style as "The Wollopors," the great juvenile success. No season would now be complete without a Billy Whiskers story, and this year the frolicksome Billy makes a journey from one ocean to the other in an aero-plane. The first volume, "Billy Whiskers," is also to be issued in a popular edition, enabling the retailer to make a leader out of it. It will be printed from the original plates, with colored jacket and frontispiece. Of course, there's a 1912 Saalfield Annual, a large quarto crowded full of lively stories, with profuse illustrations both in black and white and in colors. Mary Agnes Byrne's name appears on a book entitled "The One too Many," telling of a child who was just "one too many" in a shiftless household where good-nature always prevailed. Grown-ups will appreciate the laughter as well as the pathos of the story. All the girls who learned to love Tabitha last year in "Tabitha at Ivy Hall" will rejoice in renewing her acquaintance this season in "Tabitha's Glory," volume 2 in the Ivy Hall Series. She closes battle with the purse-proud pupils at the exclusive boarding-school, insisting on fair play when a poorly-clad and crippled girl wins a scholarship there. James A. Braden will please thousands of boys with "The Auto Boys Big Six." For the lovers of the card table there is "Auction Bridge," by Archibald Dunn, a complete manual on the The "Motor Craft Encyclopedia, written from a non-technical standpoint, will be found a practical aid for all mctor-boat users and owners. This firm again carries an exquisite line of Japanese books and calendars, appealing to the many who search out the unusual and the beautiful.

Travellers: Albert G. Saalfield (Pacific Coast); B. Spero (Canada, the South and New York City); F. W. Coover, A. J. Kelley (Middle West); T. C. Johnson (Southwest); T. J. Harris (New England).

CHARLES SCRIBNER'S SONS include many notable writers on their spring list. A new novel by A. E. W. Mason, "The Turnstile," is chiefly of English life. E. W. Hornung contributes "Fathers of Men," a story of contributes "Fathers of Men," a story of English boarding-school life, in many ways comparable to the famous "Tom Brown's School Days." Mrs. Belloc Lowndes' novel, called "The Chink in the Armor," is a thrilling romance which involves the mystery of a dreadful murder. Mr. Ramsey Benson, in "A Knight in Denim," presents to the public in Bill Harbaugh, a hero of human appeal. Mrs. Andrews, author of "The Perfect Tribute," gives another Lincoln story in "The Consul Assigned," but this time it is Lincoln the young lawyer, not Lincoln the Lincoln the young lawyer, not Lincoln the President. Gouverneur Morris contributes a new volume of short stories which have the same wide range of qualities as his earlier books, and Mr. Connolly shows that his pen has lost none of its cunning in picturing the adventures of seamen in all of the seven seas, which he does in "Wide Courses." From John Galsworthy there come this spring three volumes: one, "The Inn of Tranquillity," containing essays and sketches on life and literature; the second, a play which dramatically presents an aspect of English life, called "The Eldest Son," and the other also a play called "The Pigeon." Plays by August Strindberg, the famous Scandinavian dramatist, containing "The Dream Play," "The Link," and "The Dance of Death," Parts 1 and 2, as translated by Edwin Björkman. A "Butterfly and Moth Book" is by Ellen Robertson-Miller, a careful but entertaining study, full of excellent photo-graphs; "Riding and Driving for Women," by Belle Beach, is also fully illustrated. Among the more serious volumes are: "Why Should We Change Our Form of Government?" by Nicholas Murray Butler, president of Colum-bia University; "Suggestion and Psychotherbia University; "Suggestion and Psychotherapy," by Dr. G. W. Jacoby, and "Criminal Responsibility and Social Constraint." by the late Ray Madding McConnell.

Travellers: J. L. Crowder (coast and large cities); Melville Minton (South and New England); A. S. Knapp (Middle West); F. H. Marling and H. C. Bauer (New York City); R. C. Stolle (Boston and Philadelphia).

SMALL, MAYNARD & COMPANY especially call attention to these books which are selling in a very satisfactory manner: "The Land We Live In," by Overton W. Price; "The Land We Live In," by Overton W. Price; "The Log of the Easy Way," by John L. Mathews; "The Incorrigible Dukane," by George C. Shedd; "Her Husband," by Julia Magruder; "One Way Out," by William Carleton, published a year ago and still an important factor. January publications include "The Breaking-Point," by Fred Lewis Pattee, a strong and Point," by Fred Lewis Pattee, a strong and possibly great book; "The Man with the Black by Gaston Leroux, translated by Feather, by Edgar Jepson, a fine mystery story; "Literary Pilgrimages of a Naturalist," by Winthrop Packard, a fascinating account of a naturalist's rambles throughout New England; "The Young Woodsmen," by Hugh Pendexter, volume three of The Camp and Trail Series. In February will be published "The Guardian, In February will be published "The Guardian," by Frederick Orin Bartlett, a fine big book that deserves success; and "The One and the Other," by Hewes Lancaster, a wonderful account of life, love and ambition. March publications will consist of "Toby: A Novel of Kentucky," by Credo Harris; and "Georgette," by Marion Hill. In April, at the time of the opening of the baseball season, this house will issue "The Ten Thousand-Dollar Arm, and Other Stories of the Big League" Arm, and Other Stories of the Big League,' by Charles E. Van Loan, whose book, "The Big League," has charmed countless readers. The illustrations by Wallace Goldsmith are delightful. In the early summer will come "The Isle of Strife," by George C. Shedd; "Unquenched Fire," by Alice Gerstenberg; "The Secret of Frontellac," by Frank K. Scribner; "The Mysterious Card and the Mysterious Card Unveiled," by Cleveland Moffett; "The Sonnets and Ballate of Guido Caval-canti," translated by Ezra Pound; "A Chau-tauqua Boy: in '61 and Afterward: Reminiscences of David B. Parker," edited by Torrence Parker; "Tripoli the Mysterious," by Mabel Loomis Todd; and "Wilhelmina Changes Her Mind," by Florence Morse Kingsley.

Trevellers: Nathaniel L. Tenney (large cities in the East): Clarence V. Souther (New England); Desmond FitzGerald (the Pacific

STEWART & KIDD COMPANY, formerly The Robert Clarke Company, are issuing the following books this spring: "How to Grow One Hundred Bushels of Corn Per Acre on Worn Soil," by Wm. C. Smith; "Quiet Courage and Other Songs of the Unafraid" by worn Soil." by Wm. C. Smith; "Quiet Courage and Other Songs of the Unafraid," by E. J. Appleton; "The Hamlet Problem and Its Solution," by Emerson Venable; "The Soul and Sex in Education: Basic Principles for Parents and Teachers," by Dr. J. D. Buck; "Mother Memories," by Neall Watt Chaplin; "Mind Cure and Other Essays," by Dr. Philip Zenner; and a beautiful edition of "Robinson Crusoe," with Cruikshank illustrations on thin Crusoe," with Cruikshank illustrations on thin paper; "George Bernard Shaw: His Life and Works; a Critical Biography, Authorized," by Archibald Henderson, is receiving a most splendid reception from the press and trade;

two large editions of this work were issued before publication day. This firm announce also a new edition of "The Family Expense Book," a little volume which sold over 75,000 copies; the fourth edition of "Education in Sexual Physiology and Hygiene"; the third edition of Boccaccio's "Decameron," rice paper edition; second edition of "Poets of Ohio," by Emerson Venable, and second edition of "The Poems of General William Haines Lytle."

Travellers: John J. Kidd (representative in the larger Eastern cities); Lawrence Maynard (Pacific Coast and Middle West); and the following jobbers who, by special arrangements, will handle this firm's books in their territory: The Baker & Taylor Company, New York; DeWolfe & Fiske Company, Boston; A. C. McClurg & Co., Chicago.

FREDERICK A. STOKES COMPANY'S spring line is noteworthy for unusually interesting novels. In April Stokes will publish "Stover at Yale," by Owen Johnson, now running in McClure's. It is stated that this serial has added 40,000 to McClure's circulation. It is not only the first genuine college novel ever written, but a strong and interesting story which will appeal to all readers, aside from college affiliations. A unique book is "To M. L. G.," the anonymous account of the life of a young actress on the American stage, likely to be much talked about. E. Ferber, author of "Dawn O'Hara," one of the chief "discoveries" of 1911, has become noted for her short stories, a large number of which will be published in The Catandar Program Post in 1912, "Buttered Saturday Evening Post in 1912. "Buttered Side Down," a collection of the best she has already written, will be published in book form, with 8 illustrations. "Vane of the Timberlands" is another good story of outdoor struggle and love by Harold Bindloss, whom the trade and the public know so well. "Cap'n Joe's Sister," by Alice Louise Lee, is a dollar novel of Maine Schermen Lide, and the louise Lee. novel of Maine fishermen laid in the same country that inspired "Uncle William." Miss Lee is noted for her stories "Ma Staples and Her Boys." "A Painter of Souls" is a brilliant novel by David Lisle, portraying the adventures of a fascinating young portrait painter in Rome. The Stokes line is equally strong in important serious books. Montessori Method," to be published the latter part of March, is a translation by Anne E. George of Dr. Maria Montessori's "Pedagogia Scientifica." The articles about Madam Montessori's methods, recently published in McClure's, together with other sources of in-formation on the matter, have aroused a tremendous interest in the subject. E. F. Fenollosa's "Epochs of Chinese and Japanese Art." originally announced for last fall, will probably be issued the latter part of March. One of the most important published dramas of the year will be Percy MacKaye's "To-mor-row," a play in three acts, dealing with the question of race improvement through selection in marriage. This subject is arousing great interest at present, the National Congress of Mothers having recently undertaken a serious study of eugenics. The Masterpieces



MELVILLE MINTON
Representing Charles Scribner's Sons.

MELVILLE MINTON, of the travelling staff of Charles Scribner's Sons, was born and raised in Red Bank, N. J. He entered the house of Scribner in the autumn of 1900, his first position in the business world. After four years of close schooling inside he made his first trip on the road in 1904. For the past eight years he has taken good care of his firm's interests in the South and in New England, where he has numerous friends among the buyers.

in Coior Series will be augmented by volumes on "Meissonier" and "Puvis De Chavannes"; the Painters' Series by "DeHooch and Vermeer," and the Twentieth Century Science Series by "Medical and Surgical Science," by S. Hillier, M.D.

Trovellers: Henry F. Savage (New England, large cities in the East and Middle West); Frank A. Coombs (Pacific Coast and large cities west of Mississippi, Chicago and other Middle Western cities); James L. Nerney (South); George W. Kelly (smaller cities of East and Middle West).

THE STURGIS & WALTON COMPANY number among their spring publications "The Drunkard," a forceful psychological novel by Guy Thorne, author of "When It Was Dark." A publication of special interest in connection with the Dickens centenary is "Dickens as Editor," containing some four hundred letters of the great novelist, all but a few of them hitherto unpublished. The "Life Story of J. Pierpont Morgan," by Carl Hovey, is an accurate account of Mr. Morgan's life and personality. Other interesting books of the season are "The Life of Nietzsche," by Mrs. Foerster



CHARLES B. NOURSE

Representing Barse & Hopkins, New York.

CHARLES B. NOURSE, representing Barse & Hopkins, is one of that worthy family of central New York which has contributed several sons to the profession of bookselling. He drew his first pay envelopes when a lad in the department store of A. & T. Hunter, Utica. The impulse to push forward brought him to New York and secured him a post with the American News Co., remaining with them for about four years. His first venture "on the road" was with Henry T. Coates & Co., after which he travelled for six good years with Henry Altemus Co., covering for them successfully a large territory. When Brewer, Barse & Co. (now Barse & Hopkins) came from Chicago to locate in New York and extend their popular lines, Nourse signed with the new house, and since then has represented them with a degree of success that can justly be called "big."

Nietzsche, sister of the philosopher; "The Genetic Philosophy of Education," a summary of the evolutionary theory of education, based on the writings of President Hall, by G. E. Partridge; and "The Profitable House," in which Kate Vanderhoff St. Maur, author of "A Self Supporting Home," explains the various methods by which women without entering offices or shops can support themselves. In the way of fiction an entertaining volume is "Jaconetta Stories," chronicles of a flirtatious maiden, by Fannie Heaslip Lea.

Travellers: Laurens Maynard (Coast); L. B. Sturgis (East).

VIR PUBLISHING COMPANY is doing extensive advertising this spring in the leading periodicals of the day, and anticipates a great sale

for the books in the Self and Sex Series. These books are now in the language of nearly every civilized nation. In the English language more than two million copies have been sold. Last year more of these books were sold through the medium of the trade than in any previous year. They have been recently revised, and are up to date in every respect.

Traveller: L. M. Cross leaves March I for the coast, stopping en route in the leading cities of the East and Middle West, returning by the southern route.

THE JOHN C. WINSTON COMPANY presents a strong line of new publications, including standard editions, holiday books, practical reference works and other new copyrights. "A Book on Birds," by Augustus W. Bomberger," takes the reader through field excursions, in which the author notes the haunts of different birds and describes their songs, calls, colors and other characteristics. The illustrations (thirty-three in number) are from photographs made by W. T. Bailey, a famous nature photographer. "The Wife of Potiphar with Other Poems," by Harvey Maitland Watts, an ultramodernist, includes various satires, as well as lyrics and sonnets of Europe and America. "The Log House Club," a novel by Robert W. Eggert, is based on Civil War times. "The Blue Book Series of Practical Information" has been largely added to, and now covers a very wide field of authoritative works on varied subjects. Most prominent of this company's new reference works is "Winston's Cumulative Encyclopedia," a monumental work consisting of nearly 40,000 subjects, condensed into about 5500 pages contained in ten volumes. work is absolutely new. It contains over 2500 illustrations, maps and diagrams, and is arranged typographically according to a new plan which makes rapid reference very easy. The new cumulative feature enables the work to be kept up to date from year to year. "The International Bible Dictionary," in preparation for about four years by Rev. F. N. Peloubet, D.D., and Alice D. Adams, M.A., will be issued this spring. "The Garden Primer" has been entirely rewritten and is issued in an enlarged and much more attention form an enlarged and much more attractive form. "Business Law for Business Men," by Utley E. Crane, is a work of great value to the busy layman. Among juveniles this house will soon publish the initial volumes in The Launch Boys Series, by Edward S. Ellis. The second volume in The Ranch Girls Series, by Margaret Vandercook, is entitled "The Ranch Girls' Pot of Gold." The Winston Company is also showing a new line of dictionaries with

colored plates, as well as many new Bibles.

Travellers: The John C. Winston Company feels keenly the loss of Girard Buckman and F. H. Whitesides by death during the last year, both of whom were well known in the trade. The company will be represented by E. M. Leavens, A. L. Bonney, E. A. Merriam and W. D. Hicks on the road, while B. F. Hitchens will continue to make his headquarters in Chicago as manager of the Chicago branch, assisted by Mr. Shepherd.

Department Store Buyers the Travellers Meet this Year

ALABAMA.

Birmingham.-Loveman, Joseph, & Loeb. (H. Baruch.)

Mobile.-L. Hamel D. G. Co. (B. L. Strauss.) Montgomery.-The Fair. (H. C. Brown.)

CALIFORNIA,

Fresno.-E. Gottschalk & Co., Inc. (Miss Eugenie Keliher.)

Los Angeles.-Broadway Dept. Stores. (C. R. Vient.)

-Bullock's Dept. Store. (E. C. Yourell.) - Beeman & Hindee, Inc .- "The Baby Store." (Miss N. A. Hendee.)

— A. Hamburger & Sons. (E. H. Dart.) Oakland.—H. C. Capwell Co. (Smith Bros.)



WALTER H. COX

Assistant Buyer for John Wanamaker, Philadelphia.

WALTER H. Cox, with John Wanamaker, Philadelphia, received his early training in the book business with the J. B. Lippincott Company. He left there to take the position of order clerk at Wanamaker's under Warren Snyder, where he gradually worked his way up. At different times he was given entire charge of various sections of the business, but became best known to the trade as buyer of calendars, Christmas and Easter cards and valentines. For the last two years he has been assistant buyer for the Philadelphia bookstore of John Wanamaker, and has filled this responsible position not only admirably from his employers' standpoint, but in a way that has made a host of friends in the trade.

Sacramento.-Weinstock, Lubin & Co. (Samuel Levinson.)

San Francisco.—The Emporium. (Floyd H. Nourse.)

-Raphael Weil & Co. (E. Sommer.) San Jose.-O. A. Hale & Co. (H. A. Berk-

COLORADO.

Denver.-Daniels & Fisher Stores Co. (Kate E. Logue.)

- Denver D. G. Co. (H. Shields.)

-Golden Eagle D. G. Co.

- Joslin D. G. Co. (Wm. Bruce.)

- A. T. Lewis & Co. (B. Petherick.)

Pueblo.—The Crews-Beggs D. G. Co. (A. C. Jones.)

CONNECTICUT.

Bridgeport.—Smith, Murray & Co. (F. E.

- Howland D. G. Co. (Mrs. N. H. Gill.) Hartford.—Brown, Thomson & Co. (F. H. Le Pard.)

-G. Fox & Co. (E. Moriarity.)
-Wise, Smith & Co.

New Haven.-The Edward Malley Co. (Miss Kate Davis.)

New London.-The S. A. Goldsmith Co. (N. Dreyfus.)

DISTRICT OF COLUMBIA.

Washington.—S. Kann, Sons & Co. (S. L. Nye.)

Palais Royal. (Miss Belle C. Morris.)

- Woodward & Lothrop. (F. E. Woodward.)

GEORGIA.

Savannah.—Leopold Adler. (Ed. Mayer.)

ILLINOIS.

Chicago.—Boston Store. (H. B. Runyan.)

- Butler Bros., Wholesalers. (C. C. Olson.) -Carson, Pirie, Scott & Co. (Ralph B.

Henry.) Marshall Field & Co. (Messrs. Harwood & Grund.)

- Sol Klein. (A. I. Novotny.)
- Sears, Roebuck & Co. (P. A. Murkland.)
- Siegel, Cooper & Co. (W. J. Doxey.)

- "The Fair." (Western B. & S. Co.)

- Montgomery Ward & Co. (Duke Hill.)

- W. A. Wieboldt & Co. (Mr. Skibbie.)

Decatur.—Lin. & Scruggs D. G. & C. Co. (B. L. Weaver.)

Evanston.-William S. Lord. (A. L. Bogart.) Galesburg .- O. T. Johnson Co. (R. G. Chappell.)

Peoria.—Schipper & Block. (Gus Meyers.)
— P. A. Bergner & Co. (W. Schwentser.)
Rock Island.—L. S. McCabe & Co.

- Young & McCombs Co. (Alice Kilpatrick.) Rockford.-D. J. Stewart Co. (Miss M. E. Streator .- D. Heenan Mercantile Co. (James

A. Finlen.)



WARD M'CAULEY

of McCauley Bros., Detroit.

WARD McCAULEY, the buyer for the retail department of McCauley Brothers, Detroit, was born in that city in 1879, and entered his father's business fifteen years ago. Under such tutelage he could hardly fail to develop rapidly along the right lines. With his brother Roy, who is the genius of the wholesale department, he handles the management of practically the whole concern. The removal, a few months ago, of the business to much enlarged new quarters marks the steady advance of this enterprising house.

INDIANA.

Bloomington.—The Wicks Co. (Otto Rott.) Elkhart.—H. B. Sykes Co. (E. N. Ryker.)

Evansville.-Fowler, Dick & Walker. (James R. Duncan.)

Ft. Wayne.-Wolf & Dessauer. (Louis S. Dessauer.)

-Beadell & Co. (Mr. Beadell.) Hammond.-Kaufman & Wolf.

Indianapolis.—Pettis D. G. Co. (J. E. Keller.)

Terre Haute.—A. Herz. (Miss Mayme Henry.) - Root D. G. Co. (Miss Shuomaker.)

Valparaiso.-J. Lowenstine & Sons. (G. S.

Bartholomew.)

Charles City .-- The Ruste Co. (Eli C. Garms.) Davenport.-Harned & Von Maur. (Miss Murray.)

-J. H. C. Petersen's Sons. (Louis Crampon.)

Des Moines.-Younker Bros., Inc. (Miss B. F.

Copp.)
Ottumvea.—W. J. Donelan & Co. (Miss L. Johnson.)

Sioux City.—The Pelletier Co. (H. E. Timm.)

KENTUCKY.

Louisville.-The Stewart D. G. Co. (Miss. Ethel Gates.)

J. Bacon & Sons. (C. A. Weissenberger.)
 Kaufman Straus Co. (Z. Jacoby.)

- Herman Straus & Sons Co., Inc. (Miss J. Levi.)

LOUISIANA.

New Orleans .- Maison Blanche. (Miss Kate Connelly.)

- D. H. Holmes Co. (Edw. Bonnet.)

MAINE.

Lewiston.—The Great Dept. Store. (Arthur L. Paine.)

Portland.—Porteous, Mitchell & Braun Co. (O.

A. Moore, Jr.)

—J. R. Libby. (Ralph G. Libby.)

MARYLAND.

Baltimore.—A. A. Brager. (A. Stanley Brager.)

A. Eisenberg. (H. J. Bender.)
Joel Gutman & Co. (Miss Bessie H. Plant.)
Nathan Gutman & Co. (Herbert Gutman.)

-Hochschild, Kohn & Co. (W. Sondheim.)
- Stewart & Co. (L. Seidenman.)

- Baltimore Bargain House, Wholesale. (B. W. Sebald.)

MASSACHUSETTS

Boston,-Houghton & Dutton. (W. E. Nor-

Jordan, Marsh Co. (E. A. Pitman.)
Murphy Bros. Co. (J. J. Murphy.)
Henry Siegel Co. (Wm. J. Schwartz.)

Timothy Smith & Co. (Wm. DeNeil.)
R. H. White Co. (Sol. Abbott.)

- L. S. Brown Co. (Harry P. Brown.)
Fall River.-R. A. McWhirr Co. (Frank W. Sanford.)

Fitchburg.—Nichols & Frost. (J. H. Potter.) Gloucester.—Wm. G. Brown & Co. (D. B. Forbes.)

Haverhill.-Mitchell & Co. (Miss G. W. White.)

Lawrence.-Reid & Hughes Co. (L. E. Bennink.)

Lowell.—A. G. Pollard & Co. (Frank A. Smith.)

Lynn.-P. B. Magrane & Co. (T. Sullivan.) Salem.-Almy, Bigelow & Washburn. (Miss. H. L. Barker.)

Springfield.—Forbes & Wallace. (E. B. Noyes.) Worcester.—Barnard, Sumner, Putnam Co.

- Denholme & McKay Co. (W. C. Everett.)

Bay City.—Hawley D. G. Co. (S. C. Musial.) Detroit.—J. L. Hudson Co. (Miss Mabel E. Crittenden.)

- Crowley, Milner & Co. (L. W. Howland.)
- Partridge & Blackwell. (F. R. Hettinger.) Grand Rapids.—Chas. Trankla & Co. (H. G. Robertson.)

- Hazeltine & Perkins Drug Co. (J. H. Hagy.) Herpolsheimer Co. (H. V. Frampton.) Jackson.—L. H. Feld. (Miss Brown, Miss
- Herrington.)
- Kalamazoo.-J. B. Jones' Sons Co. (W. O.
- Lansing.—The F. N. Arbaugh Co. (C. S. Teel.) Saginaw.—Wm. Barrie D. G. Co. (W. D. Broome.)
- M. W. Tanner Co. (L. W. Bixby.) Traverse City.- Hannah & Lay Mercantile Co. (William Legate.)

MINNESOTA.

- Duluth.-I. Freimuth. (David Loewers.)
- J. J. Moe & Sons Co. (O. F. Moe.)Panton & White Co. (D. Young.)
- Minneapolis.-The Dayton Co. (John N. Skin-
- -Butler Brothers, Wholesalers. (W. G. Trecker.)
- L. S. Donaldson Co. (F. O. Williams.)

 Minr.eapolis D. G. Co. (W. C. Whitney.)

 Powers Mercantile Co. (L. H. Wells.)

 St. Paul.—"The Golden Rule." (St. Paul B. & S. Co.)

MISSOURI.

- Kansas City.—Jones Store Co. (A. M. Levy.)
 —Geo, B. Peck D. G. Co. (P. A. McKenna.)
 Emery Bird Thayer D. G. Co. (C. B. Sefranka.)
- St. Joseph.—Townsend & Wyatt D. G. Co.
- (Thos. R. Wall.) St. Louis.—Wm. Barr D. G. Co. (P. J. Sefranka.)
- Butler Bros., Wholesalers, (Wm. A. Cun-
- ningham.)

 Famous & Barr Co. (P. J. Sefranka.)

 Stix, Baer & Fuller D. G. Co. (Thos. D.
- Porcher.)

NEBRASKA.

- Lincoln.—Miller & Paine. (J. H. Willis.)

 H. Herpolsheimer Co. (A. D. Smith.)

 Omaha.—The Bennett Co. (Henry Kieser.)

 J. L. Brandeis & Sons. (Western B. & S. Co.)
- -Hayden Brothers. (E. Higgins Co.)
- Thos. Kilpatrick Co. (Robert Cowell.)

NEVADA.

Reno.-Gray, Reid, Wright Co.

NEW JERSEY.

- Newark.-L. Bamberger & Co. (George J. Schindel.)
- Hahne & Co. (Max Hesslein.)
- -W. V. Snyder Co. (George O. C. Velsor.)

 Paterson.-Quackenbush & Co. (F. A. Orr.)

 Trenton.-S. P. Dunham & Co. (Miss C. O'Donnell.)
- -S. E. Kaufman.

NEW YORK.

- Albany.-W. M. Whitney & Co. (Miss Hopkins.)
- John G. Meyers Co. (Mr. Chalmers.) Waldman Bros. (M. C. Waldman.) Binghamton.—Fowler, Dick & Walker. (Miss Harriet B. Mason.)



MISS LUELLA DUZAN

Buyer for Book Dept. of George W. McAlpin Co. Cincinnati.

MISS LUELLA DUZAN, buyer for the book department of The George W. McAlpin Co., Cincinnati, has been in the book business for the past six years. For three years she has done the buying, giving much care to the development of her department along profitable lines. Realizing that in many department stores books are a difficult line of merchandise, she has discounted the difficulty at McAlpin's by bringing to it a genuine love of books. She admits that she finds her vocation "fascinating," a sentiment that is itself earnest of success.

- Hills, McLean & Haskins, (Miss M. J. Sharpsteen.)
- Brooklyn.-Abraham & Straus. (Miss Latimer Willis.)
- H. Batterman Co. (A. Haberland.)
- Burden & Co.
- Frederick Loeser & Co. (Victor Eckland.)
- -John McCormick. (E. D. Burden.)
- Levi Bros. & Co. (Nathaniel H. Levi.)
 A. D. Matthews' Sons. (Miss M. Tracy.)
- Price & Rosenbaum. (L. Steinmeyer.)
- Buffalo.—Adam, Meldrum & Anderson Co. (Henry J. Simons.)
- -J. N. Adam & Co. (D. J. Sime.)
- -The Wm. Hengerer Co. (Miss T. J. Cum-
- Ithaca.—Rothschild Bros. (S. D. Rothschild.) Jamestown.-Jones & Audette. (C. L. Audette.)



WILLIAM HEATON

Manager of Book Dept. of John W. Graham & Co., Spokane.

WILLIAM HEATON, manager of the book department of John W. Graham & Co., Spokane, was born near Philadelphia in 1867. He first landed in Spokane in 1890, but it was not until 1896 that he became connected with the book department of the house of Graham. Starting as the only man in this department, he has succeeded by close study of possibilities and pushing forward every chance for development in building it up, until now he has a staff of nine assistants. In book jobbing alone his house covers a field as large in area as the States of New York and Pennsylvania, and the credit for this great growing business in a great growing country is largely due to Mr. Heaton's own energy and ability.

New York City.—Barnett Bros. (J. L. Barnett.)

—Best & Co. (Adolf Rief.) —Bloomingdale Bros.

- L. M. Blumstein.

- Butler Bros., Wholesalers, (Henry Gerlach,

-H. B. Classin Co., Wholesalers. (W. H. Arnold.)

-John Daniell, Sons & Sons. (Mrs. Jeannot.) - Greenhut-Siegel Cooper Co. (H. Kleinteich.)

Gimbel Brothers. (Joseph Scammell.)
H. C. F. Koch & Co. (Miss Rose Josephs.)
J. L. Kesner Co. (K. W. Barry.)

- I. Luchheimer & Co., 86th St. and 3d Ave. (Edgar F. Bayley.)

- McPartland & O'Flaherty. (Wm. Middle-

ton.)
- R. H. Macy Co. (Miss E. L. Kinnear.)
- A. Neuhaus & Co., 466 Columbus Ave. - A. (Miss Stucker.)

-O'Neil-Adams Co. (Max Hesslein.)
- Rothenberg & Co. (H. J. Palmer.)
- James R. Senior, Inc. (Miss C. Conklyn.)

Simpson-Crawford Co.
Syndicate Trading Co., Wholesalers. (W. -Syndicate H. Arnold.)

— John Wanamaker. (William J. Macmillan.) —W. T. Walton, Jr. (W. T. Walton, Jr.) Rochester.—E. W. Edwards & Sons. (Miss Baker.)

-Burke, Fitzsimons, Hone & Co. (Edward Toole.)

-Duffy-Powers Co. (J. E. Kelley.)

- McCurdy & Norwell Co.

Sibley, Lindsay & Curr Co. (R. G. Powers.) Schenectady.-H. S. Barney Co. (Miss Elizabeth A. Ledger.)

Reeves-Lufman Co. (M. P. Swart.) Syracuse.-E. W. Edwards & Sons. (M. Bettinger.)

Bacon, Chappell Co. (H. J. Groat.)
Dey Bros. & Co. (John B. Murphy.)
The Hunter, Tuppen Co. (Charles F. Tup-

pen.)
-H. G. Stone. (Walter R. Stone.) Troy.—Wm. H. Frear & Co. (E. A. Frear.)
Utica.—A. S. & T. Hunter. (C. A. Vencill.)
— Robert Fraser. (J. T. McDermott.)

OHIO.

Akron.-M. O'Neill & Co. (William E. Glass.) - C. H. Yeager & Co. (Miss Frances Packard.)

Canton.-Kenny Bros. (J. H. Kenny.) - Wm. R. Zollinger & Co. (H. C. Zollinger.)

Cincinnati.—Hanke Bros. (Wm. Davis.)

Geo. W. McAlpin Co. (Miss L. Duzan.)

- John Shillito Co. (Western Book and Stationery Co., Chicago.) Cleveland.—The May Co.

Columbus.-The Beggs Co. (Chas. Crowley.)

The Z. L. White Co. (A. J. Scott.)

Dayton.—Elder & Johnson Co. (Fred Fleischauer.)

Norwalk.—C. F. Jackson Co. (A. P. Cole.) Portsmouth.—Anderson Bros. Co. (A. N. Horr.)

Sandusky.—Herb & Myers Co. (M. R. Herb.)
Springfield.—The Edw. Wren Co.
Toledo.—W. L. Milner & Co. (Mrs. E. H.

Hubbard.)

-La Salle & Koch Co. (Frank L. Chamberlin.)

Youngstown.-G. M. McKelvey & Co. (Miss

Froggett.)
Zanesville.—The H. H. Sturtevant Co. (F. W. Pickup.)

OREGON.

Portland.—Lipman Wolfe & Co. (Mrs. K. Ormsby.)

- Meier & Frank Co. (V. Cooley.)

PENNSYLVANIA.

Allentown.-Hess Bros. (Mary German.) Zollinger-Harnard Co. (Miss Mabel Holman.)

Altoona.—Wm. F. Gable & Co. Easton.—Wm. Laubach & Sons. (C. M. Laubach.)

Erie.—Erie D. G. Co. (The Boston Store.) (R. Spittal.)

Harrisburg .- Dives, Pomeroy & Stewart. (L. V. Harvey.)

Lancaster.—Leinbach & Co. (Miss B. Hostetter.)

The Donovan Co. (Charles Wagner.) - Hager & Bro. (Robert C. Masterson.)

- Watt & Shand. (Edward G. Eby.)
- Williamson's. (S. W. Shumaker.)
Philadelphia.—Gimbel Bros. (Jos. Scammell.)

- Lit Bros. (Miss Ranck.)

-N. Snellenburg & Co. (Edward Hugele.)
- Strawbridge & Clothier. (Walter S. Lewis.) John Wanamaker. (Warren Snyder.)

Pittsburgh.—Boggs & Buhl. (Jos. O. Young.)

—Joseph Horne Co. (J. C. Kemp.)

—Kaufman Bros. (T. Edw. Jones.)

Reading .- Dives, Pomeroy & Stewart. (C. C. Chrismer.)

-Lord & Gage. (H. Gounder.)

Scranton.-Jonas Long's Sons. (Mrs. Alice Kenney.)

Wilkes-Barré.-Jonas Long's Sons. (Mrs. Sheehan.)

- Fowler, Dick & Walter. (Thomas F. Hefferman.)

Williamsport.—Bush & Bull Co. (J. T. O'Brien.)

RHODE ISLAND.

Providence.—Callender, McAuslan & Troup Co. (K. G. Berger.) —The Shepard Co. (Miss Helen J. Hoepp.)

TENNESSEE.

Chattanooga.-D. B. Loverman Co. (B. E. Loverman.)

Miller Bros. (A. Mathis.)

Knoxville.-Caldwell-Edington D. G. Co. (E. C. Caldwell.)

M. M. Newcomer Co. (L. G. Exiner.) Nashville.-Castner-Knott D. G. Co. (Miss Wright, assistant.)

Memphis.-J. Goldsmith & Sons Co. (David S. Levy.)

- Bry-Block Mercantile Co.

Austin.—Scarbrough & Hicks.

Dallas.—Sanger Brothers. (C. C. Millington.)

Ft. Worth.—The Fair. (J. M. Brown.)

San Antonio.—Wolff & Marx Co. (Miss

Rossy.)

- Joske Bros: Co. (Miss D. Schmieding.) - Saul Wolfsohn D. G. Co. (A. Wolfsohn.)

VERMONT.

Burlington.-J. W. McAuslan Co. (Miss L. Michaud.)

VIRGINIA.

Norfolk.-Miller, Rhoads & Swartz, Inc. (M. Chubb.)



C. C. PARKER of Los Angeles.

C. C. PARKER, of Los Angeles, has one of the best equipped bookselling establishments west of Chicago, indeed, one of the most notable in the whole country. Los Angeles probably has a larger percentage of population who are book buyers than any city in the United States. In this community Mr. Parker has made his mark as a bookseller who has incorporated the most upto-date methods of retailing into the best traditions of the profession. He sells books, a great many of them, makes money doing it, and doesn't descend to price-cutting or sensationalism either. He is justly proud of the success he has attained, and is one of the most satisfactory men whom the coast travellers have to deal with in their far-reaching journeys.

- Watt, Rettew & Clay, Inc. . Richmond.-Miller & Rhoads, Inc. (R. W. Leonard.)

The Cohen Co. (Miss Rose Duffy.)

- George MacBain. (A. A. Johnson.)

WASHINGTON.

Seattle.-The Bon Marché. (Miss Kennedy.) Tacoma.—Rhodes Bros., Inc. (P. K. Perrett.)

WEST VIRGINIA.

Charleston.-Warwick, Barrett & Shipley. (C. R. Shipley.)

-Acme Dept. Store. (Milton C. Morgantown. Sherr.)

Wheeling .- Stone & Thomas. (W. E. Rownd)



HENRY J. SIMONS

Buyer for Adam, Heldrum & Anderson, of Buffalo.

HENRY J. SIMONS, buyer for Adam, Meldrum and Anderson, of Buffalo, is well-grounded in the profession of bookselling. After serving an apprenticeship of five years with a London firm engaged in printing and publishing, as well as bookselling, he was for a number of years the general manager and buyer for a large concern in the south of England, a house that not only sold books, but were printers and bookbinders as well. He came to America twenty-one years ago, taking the position which he still holds with the well-known Buffalo firm. Mr. Simons is more than a mere merchandiser of books, he is a lover of literature and an earnest worker for the advancement of bookselling as a profession.

WISCONSIN.

Fond du Lac.-The O'Brien D. G. Co.

La Crosse.-Wm. Doerflinger Co. (A. M. Toeller.)

Marinettc.—Lauerman Bros.

Milwaukee.-Gimbel Bros. (Western B. & S. Co.)

- The Boston Store. (E. Higgins.)
- Espenhain & Co.
- Kroeger Bros. Co. (John S. Kroeger.)
- Ed. Schuster & Co., Inc. Oshkosh.-F. A. Plummer Co., Ltd. (J. Y.
- Sheboygan.-H. C. Prange Co. (Leonard A. Paris.)

THE BEGINNINGS OF AMERICAN PUBLISHING.

FIRST "AMERICAN" BOOKS WERE SPANISH MEXICAN—THE PERPETUAL GLOOM OF EARLY NEW ENGLAND PUBLICATIONS—ALMANACS POP-ULAR-THE FIRST OF OUR PRESENT PUBLISHING Houses.

There were wooden presses and wooden type and printing before the days of magazines in this country, says an excellent summary of American publishing in the New York Sun a while ago. Anybody will tell you offhand that the first printing on the American continent was done either in Massachusetts or in Pennsylvania. But if one looks further back than even the "Oath of a Freeman," the small "broadside" which Stephen Daye turned out on his Cambridge press in 1638 and which was the first printing done within the borders of the present United States, one will find that in the capital of what a magazine article of the year 1911 calls "Darkest Mexico" there was a printing press in operation 100 years, perhaps 102 years, hefore the first type was set in the English cclonies of America.

THE FIRST AMERICAN BOOK.

Before 1540 this Mexican press had turned out the first book printed in the New World more than sixty-six years before Jamestown was settled. It was called "A Spiritual Ladder for Reaching Heaven" ("Escala Espiritual para Llegar al Cielo").

In Mexico, too, in the dimmer ages of the Aztecs, was the first glimmer, so far as is known, of the desire of a people of the Western Hemisphere to write. Over among the wonderful collection of books on printing in the American Type Founders plant at Communipaw, Jersey City, the librarian, Henry Lewis Bullen, dug out for the writer a little Spanish pamphlet which told that a certain part of the taxes of the ancient Aztec civilization must be paid in rolls of the equivalent of our

modern writing paper.

Doubtless the first bit of writing done inside the present United States to find its way into print was Capt. John Smith's "A True Relation of Such Occurrencies and Accidents of Noate as hath happened in Virginia since the first planting of that Colony." But as this was printed in London in 1608 the incident does not detract from the glory of the first American press, which was put up at Cambridge, Mass., in 1638, and from which was issued two years later the first American book, the "Bay Psalm Book."

THE OLD DAYS AND NOW.

It's a far cry from the foot and hand-power wooden press of Cambridge "Psalm Book" days to the modern newspaper press weighing f. om thirty to forty tons, made of 4000 separate pieces of steel, iron, brass, wood and fabric; which takes eighteen months to build and which is sold at a sum which would more than buy all the presses that were in the United States even as late as the early nine-teenth century and which prints, cuts, folds and counts almost 100,000 papers an hour, almost 270 finished papers a second.

Or compare the printing house of even Franklin's day with a plant, say, like that run until recently by W. B. Conkey & Co. in Indiana—seven acres of printing house one story high, where the rolls of paper were unloaded from the cars at one end of the plant and then "tacked" the length of the seven acres, never halting or turning back, until the raw material was shot out of the far end of the printing house in the form of cases of finished books, more than a million and a half of them a year, not to mention sample books, tags, catalogues and what not by the million more.

Perhaps no mechanical device has made strides equal to those of the printing press. And the mechanical progress of the press has had its big share in the literary development

of the country.

In the printing days just before the Revolution and even later the makers of books scarcely could be called publishers. They simply were printers of books who copied works originally done in England and they lived by personally selling the books, which they turned out a few hundred at a time on their clumsy presses. The publisher, as we know him, is one who, generally speaking, produces the book but who has some one else print it for him.

OUR FIRST REAL PUBLISHERS.

In looking over recently as complete a list of early publications in the colonies as can be obtained, the writer "discovered" the man who seems to have been the first publisher in America. The imprint runs: "Cambridg. (sic) Printed by S. G. [Samuel Green] for Hezekiah Usher at Boston in New England

1656."

Consequently Hezekiah is the first publisher in America of whom there is record. Perhaps the title of the book caused the publisher to leave the printing to other hands. The name of the work is "Spiritual Milk for Boston Babes in Either England. Drawn Out of the Breasts of Both Testaments for Their Souls' Nourishment. But May Be of Like Use to Any Children." The last copy sold brought \$400, which included the title of the work,

The early writings of the Brownists, or Pilgrims of Plymouth, and of the Puritans of Boston and Salem were the yield of a race of religious fanatics physically starved and cold and with hostiles all about, of thought stern enough to reach through to the time of one of the foremost thinkers—and thunderers—of the early days, Jonathan Edwards, who incidentally left writings which have been republished more than 150 years after his

With Capt. John Smith in Virginia, a venturesome boy fighting at the age of 15 in the Netherlands, the habit of thought naturally was different. From external evidence John Smith lied beautifully when he wrote his tale of Pocahontas; he couldn't help romancing.



Manager of Book Department of S. Kann Sons Co., Washington.

SIMEON L. NYE, of S. Kann Sons Co., Washington, like many others, wandered for a time into other fields of merchandising, only to return again to the bookselling fold. He started in the book and stationery business in 1899 as buyer for Jonas Long's Sons, of Scranton and Wilkes-Barré, where he remained seven years, buying also for several other departments. In 1906 he was buyer of jewelry and silverware for the Henry Siegel Co, Boston, leaving them to travel for two years for a New York shirtwaist house. The call of the book business became, however, too strong to resist, and it resulted in 1909 in his accepting the management of the book department at Kann's. He is a discriminating buyer, of keen foresight and good business judgment.

he even forgot to think about it until his later writings. Despite the historic interest of the very earliest writings of the New England folk, which is their only interest, one reads with a subconscious feeling that some one has left a window open in January.

AN EARLY NEW ENGLAND ROMANCER.

But into the colony came one man who wrote with an "I don't care" personality and gave a big May party for the Indians. He fed them firewater and then, drunk himself, made things worse by supplying his sotted, dusky guests with firearms. Thomas Morton was his name, an English adventurer who founded a colony at what is now Braintree.



BENJAMIN A. ROGERS

Manager and Buyer of Book Department of Cunningham, Curtiss & Welch, Los Angeles. Benjamin A. Rogers, manager and buyer of

the book department of Cunningham, Curtiss & Welch, Los Angeles, began business life twentyfive years ago with Stoll & Thayer, of which firm, when it became incorporated in 1891, he was made secretary. He became its buyer of books in 1898. Six years ago the business was sold out to Cunningham, Curtiss & Welch, who greatly enlarged its field and added a jobbing department. Of the latter Mr. Rogers was made the manager and buyer, and in connection with this responsibility he makes two trips yearly to call on the trade in his territory. During his long connection with Los Augeles business he has seen wonderful developments, in population and industry in general and in bookselling in particular.

The Pilgrims sent Miles Standish after him and Thomas was sent back to England. He wrote a crazy book in the mother country ridiculing the Standish expedition against him and always referring to Miles as "Capt. And in this book he speculated wonderfully upon the origin of the Indians and told in detail to his English readers that the Indian babes were born white, but were stained a copper hue shortly after birth with walnut juice.

Capt. Smith of the Virginia colony probably lied as fluently, but he did it more in the manner of a gentleman. As has been said, he waited until his second effusion, "The General History of Virginia," also, of course, printed and published in London, before he

remembered that Pocahontas had saved his life so romantically.

AN AMERICAN BOOK THAT SHAKESPEARE KNEW.

Three years after Smith arrived at the Jamestown colony William Strachey was wrecked off the Bermudas when the Sea Venture, from England to the Virginia colony, ran into a hurricane. Strachey made Virginia in time, however, and wrote "A True Reportory of the Wracke and Redemption of Sir Thomas Gates Upon and From the Bermudas." The publication of the wreck story in London at the time Shakespeare was writing "The Tempest," and the line of "The Tempest,"
"Still vexed Bermoothes," followed by descriptions in blank verse of a shipwreck which is not far from Strachey's prose recital of the storm, have caused students to grow interested in this early bit of Virginia writing merely because of the likelihood that Shakespeare had read Strachey's descriptive narrative and had been interested in it almost to the point of using it, just as he took and improved all

that came his way.

George Sandys, Dryden's "best versifier of the former age," also came to the Virginia colony in 1621 and in the Virginia woods translated the last ten books of Ovid's Metamorphoses. And Alexander Whittaker of the Church of England was there and wrote the optimistic "Good News From Virginia." They were happier seemingly in the Southland than in bleak New England, where the writings showed an asceticism that centuries later was to run through materialism in the eighteenth century and then into the reaction of "tran-

scendentalism" in the nineteenth.

NEW ENGLAND'S GLOOMY POOKS.

The loveliness of Pocahontases or of nature in the meantime is not reflected in the colder North. William Bradford, for instance, Governor of Plymouth Colony, every year until he died in 1657, preferred to write solemn histories of the colony folk, or when he dipped to descriptive narrative told how "their reverend pastor, falling downe on his knees * * * with waterie cheeks commended them with most fervent prayers to the Lord and His blessing." John Eliot, who was connected with the bringing out of the Bay Psalm Book, blessing." shortly after Bradford's death translated and printed the Bible in the Algonquin language; and even before this Roger Williams had con-tributed to the writings of the day his first written expression of his more tolerant views,

"The Bloody Tenant of Persecution for Cause of Conscience." Merry reading, all of it.

There was a gleam of grim humor in Nathaniel Ward's "The Simple Cobbler of Agawam," however, as this: "* * Nine tailors make a man; it were well if nineteen could make a woman to her mind." And sometimes Preacher Ward broke into song. One of his parishoners, Anne Dudley Bradstreet, found time from her duties as wife and mother to bring out a volume of verse, printed in London in 1650, and a second edition in Boston in 1678. Her literary spark must have come

down through the centuries: among her descendants were R. H. Dana, William E. Channing, Dr. Holmes and Wendell Phillips.

A movement that was to go far toward stimulating letters in America happened when on October 28, 1636, the colonists resolved to vote "£400 toward a school or college," and therewith founded Harvard. Two years later the first press began to groan rheumatically at Cambridge.

AND THEN CAME NEWSPAPERS.

It was not until 1690 that the first "newspaper," called *Public Occurrences*, appeared. It criticised things as they were, was too seditious and was promptly suppressed. Fourteen years later the *Boston News Letter* came out, and for fifteen years this second publication was the only paper in America. The *American Weekly Mercury* next appeared (in 1719) in Philadelphia.

James Blair, founder of William and Mary College, began to produce history in Virginia and John Lawson to write of North Carolina. In Elizabethtown, N. J., William Livingston was writing not only of military manœuvres in the Colonies, but also, with forests everywhere, of the joys of what he called "rural life." There was one, only one book during these dreary days which even this morning is worth reading, Judge Samuel Sewell's diary, the judge who sorrowed in that he once had condemned New England witches to death and later repented. He married three times and in his diary, not written, of course, for public eyes, but published after his death, he tells in beautiful detail the happenings of his three tries at "sparking."

three tries at "sparking."

One should take note of the Mathers, Increase Mather, named to celebrate the increase in population in Massachusetts, and his son, Cotton Mather. Cotton Mather was a freshman at Harvard at 11 years and got his B.A. at 18 years on a thesis about "The Divine Origin of the Hebrew Vowel Points." There are 383 titles to the works he left behind him. His father, Increase, left only 136. Only students remember what father and son wrote about. One of Whittier's early verses, "Calef in Boston, 1692," tells of the meeting of Increase, who believed in witchcraft, and Robert Calef, a writing merchant of Boston, who didn't believe in it.

ALMANACS EARLY IN THE FIELD.

The "Almanac," which in ante-Revolutionary days was of importance and which finally ascended to the heights of Franklin's "Poor Richard," made its appearance first in 1725, when Nathaniel Ames brought out the first of these little books. James Franklin followed with "The Rhode Island Almanac" three years later.

The voice of Jonathan Edwards was beginning to tell the colonists now of the punishment to be meted to sinners. What Edwards had to tell Massachusetts in his day has waned in interest, but there was and is in the printed page a gloomy grandeur in the sermons of this man who, second only to Franklin, was the intellectual giant of his age. His hell fire and



JOHN G. KIDD

Vice-president and Manager of Stewart & Kidd Co., Cincinnati.

JOHN G. KIDD, vice-president and manager of Stewart & Kidd Co., Cincinnati, started business life at J. K. Gill's, in Portland, not so very many years ago. From there he went to San Francisco with Payot, Upham Co. as manager for their book department. After the earthquake he travelled for A. J. Saalfield & Co. for about a year, in the West and extreme West, and handled their New York end of the business. After severing his connection with Mr. Saalfield he became head salesman for Doubleday, Page & Company, and finally landed in Cincinnati in the retail end of the business, having become associated with one of the brightest men in it, W. K. Stewart. With the qualifications that go to make a successful bookseller in these times John G. Kidd is singularly well equipped.

brimstone would be received in chilly fashion in a Fifth avenue church to-morrow. We don't hear now:

"The God that holds you over the pit of hell, much as one holds a spider or some loathsome insect over the fire, abhors you. * * * He is of purer eyes than to bear to have you in His sight."

It isn't done now.

Michael Wigglesworth sent a gleam of humor among the New England colonists by caricaturing even Jonathan Edwards in his verses, "The Day of Doom." The verses were very bad, but they were read widely, doubtless because of the relief they offered.

OUR FIRST POET.

Twenty-five years before the beginning of the eighteenth century the first American-born poet, Benjamin Thompson of Braintree, blossomed forth with his "New England Crisis." It was a rhythmical story of King Philip's war, fashioned, as most ambitious verse of the day was built, in Pope's iambic pentameter. Thomas Godfrey was the first to write a dramatic poem in the Colonies, "The Prince of Parthia, a Tragedy," but this did not come along (in Philadelphia) until 1765.

along (in Philadelphia) until 1765.

All during these years we were a suburb of England, and so there was no nationality, and only the first faint spark of patriotism was beginning to glow which later was to be fanned and glow upon a nation. In John Trumbull's "McFingal," which ran into thirty editions in a short time and in which the couplet

"No man e'er felt the halter draw With good opinion of the law,"

is as good to-day as it was in 1782, there is the feel of independence.

In days even earlier than "McFingal" the leading book makers of the colonies were the Pennsylvania Germans and Dutch. In the village of Ephrata, near Gettysburg, they made the type and paper, printed and bound the beautiful book known as the Ephrata Martyr Book, the most important bit of bookmaking of the time. In Germantown, prior to the Revolution, Christopher Sauer and his son had the largest printing house in the Colonies, where they made not only their own paper and ink but were the first typefounders of America. As early as 1739 they printed the first book in German type to be made in the Colonies.

BENJAMIN FRANKLIN EXPORTS BOOKS.

Benjamin Franklin, five years later, packed up some books and wrote a significant letter to William Strahan, who at the time, July, 1774, was the leading bookseller of London. Part of the letter runs:

"I send you per this ship a box containing 300 copies of a piece I have lately printed here [Franklin's most ambitious typographical output: Logan's "Cato Major"] and purpose to send you 200 more per next ship. I desire you to take the properest measures for getting them sold at such a price as they will fetch, and I will take books of you in exchange for them."

This is the first evidence at hand of the exporting of books from America to England. Franklin, it's worth noting, made some money on his printing shop.

The first "permanent" journal, the Boston News Letter (1704), was followed by the New York Gazette, which came from the Bradford press, a name which has come down to the present printing house of Frank Mc-Breen, but not until the last quarter of the century did the first successful daily appear here.

With the invention of the power press by Daniel Treadwell of Boston in 1822 the possibilities of journalistic output were increased; and when in 1847 Richard M. Hoe perfected the first cylinder press the output was doubled. But in the early days of the nineteenth century the power was a team of mules and in the case of smaller presses the work was done by dogs on treadmills.

With the perfection of the mechanical equipment of newspapers in our own day and the advent of the Sunday edition as we know it newspaper publishers crowded out a kind of publisher who for many years had made fortunes by publishing the "family story paper." Bonner's Ledger, George Munro's Fireside Companion, Norman Munro's Family Story Paper, the Philadelphia Saturday Night, the True Flag, Elverson's Golden Days—all went by the board, but not until these publications had made fortunes for the publishers.

DECLINE OF LAURA JEAN LIBBEY.

Even the delectable paper bound works of the "Seaside Library" have gone. Laura Jean Libbey—even Laura Jean Libbey, who once told the writer that the publishers of her "Miss Middleton's Millions" made a count of the sales of the paper-covered story "up to 15,000,000 copies and then stopped counting" isn't selling her books to a noticeable degree.

The crowds that blocked Printing House Square when Beauregard's guns were hammering Sumter, crowds that stopped the horse cars of New York while they clamored not for editorial opinions so much as news, news, news, marked the beginning of the passing of personal journalism. And editors, looking down from their Park Row windows, saw what was in the air and reached down in their pockets and did unprecedented things; they sent reporters—Edmund Clarence Stedman was one of them—to the front, accompanied by artists, with instructions to use the telegraph and send in the news.

The war was the beginning of the newspaper; nevertheless, it is interesting to note that as late a time as the burning of the Brooklyn Theatre, in the late 70's, only one Manhattan newspaper had any sort of "story" of the fire the next morning.

That line to the effect that nothing that is can pause or stay is particularly true of newspaper publishing, but by the same token it applies to magazines and the publishing of books as well. Take the case of Samuei Wood, a school teacher who more than a hundred years ago began to think that most children's books of the day were not suited to the juvenile minds of the time. Whereupon Sam Wood gave up his school and began to rewrite the children's books that were objectionable and to write new ones and publish them.

So much a labor of love was it with him that he went abroad from his shop at 261 Pearl street with copies of his little books in his pockets and distributed them gratis to children along the streets. In time Sam's firm grew to be the establishment of William Wood & Co., a house that brought out illustrations long ago by Dr. Alexander Ander-

son, father of wood engraving in America, and which, upon the advent of William H. S. Wood into the firm gave up its primers, made a specialty of medical works and founded, generations ago, the Medical Record.

HARPER & BROS.

The book trade early in the last century trekked away northward from Old Slip and Hanover Square and flocked to the neighborhood of Franklin Square. The Harpers, pioneer "literary" publishers of America, have held the square since the '40s, when they made their last move from Cliff street, where the house was founded in 1817. The Methodist Book Concern, however, holds the record as the oldest publishing house in this city. It began in Philadelphia in 1780 and was reorganized here in 1804 in a little room in Gold street, still a neighborhood where printing signs creak in the winds sweeping in from the river.

The advent of stereotyping in 1813, brought here from Europe, was one of the big advances made in bookmaking in the days of our second war with Britain. In the American Type Founders library at Communipaw is a copy of what is said to be the first book produced in this way, "The Larger Catechism of the Westminster Assembly," which was stereotyped by J. Watts & Co. for Whiting & Watson, "Theological and Classical booksellers," in June 1813.

During the year of the founding of the house of Harper the wooden presses began to make way for presses of iron. Two years later, 1819, lithography was introduced. Six years after this muslin began to be used by publishers for binding, and five years later the first cylinder press was operated in the states

John and James Harper began to print and publish in a three-story brick building at 32 Cliff street. They were the oldest of four sons of a house carpenter of Newtown, Long Island, named Joseph Harper. James at 16 began to work as an apprenticed printer for the firm of Paul & Thomas, at Burling Slip and Water street, where Thurlow Weed also was an apprentice. At a time when steam hadn't been applied to the presses young Jim Harper was admitted the fastest pressman in town.

The two brothers started in for themselves at the end of their apprenticeship and soon brought in their younger brothers, Joseph Wesley and Fletcher, and in 1833 changed the name of the firm to Harper and Brothers.

START OF FAMOUS HOUSES.

Daniel Appleton founded his publishing firm in 1825, giving up the dry goods trade in Boston to come to New York. Charles Wiley just before this had started in auspiciously by publishing the works of a new writer named Fenimore Cooper, "another Sir Walter Scott," the country said. Following Wiley New York saw the establishment of John F. Trow in 1836; G. P. Putnam's Sons in the same year in a shop in Nassau street; A. S. Barnes & Co., who began in Hartford, Conn., in 1838

and came to New York in 1845; and in 1839 the present house of Dodd, Mead & Company opened its doors in the old Dutch chapel at Nassau street and Park Row. Moses W. Dodd and John S. Taylor separated in 1840, Mr. Dodd continuing the publishing business in the Brick Church chapel building up to 1856, and then moved up on Broadway near

Spring street.

As Franklin was the first to export books to England, so the firm of Wiley & Putnam in 1841 was the first of American book makers to open a branch house in London. Daniel Appleton, however, opened an agency for his wares in England while abroad a few years earlier. About half a dozen years before this the American copyright committee got together. George P. Putnam, first secretary of the committee, gave hours a day for the rest of his life to help further the desirable objects for which the committee was working. Mr. Putnam in 1845 published his "American Facts" to offset the unfriendly writings printed across the Atlantic, writings filled with prejudice against American publishers.

CHARLES SCRIBNER AND OTHERS.

The last of what even a present generation recognizes as the great publishing houses that have gone on serenely while firms of many successful younger men have sprung up came into existence in 1846 when Charles Scribner, Sr., joined with Isaac D. Baker as Baker & Scribner. This firm for a while also had its quarters in the Brick Church building at Park Row and Nassau street, next door to the first shop of Dodd, Mead & Co.

It has been necessary to consider at some length the development of the printing industry in America along its periodical side for the reason that book publication was at first a side product of the newspapers of the time. Each in his own community the great man of local importance yielded to the solicitation of his friends and admirers and the home editor. published in more or less shabby pamphlet form such occasional work as the Fourth of July oration, the great speech at town meeting, the sermon of the local divine before the general court or the eulogy of the dead. When book publishing began to come into existence as a separate industry the publisher was far ahead of the producer of the raw material. Long before the question could arise who reads an American book it would have been a puzzle to discover who writes it. In all the earliest years of book publishing and for a long time thereafter the source of the book published was almost invariably British.

PRE-COPYRIGHT DAYS.

Students of the early history of publishing recall the romance of that time. It was long before the days of copyright, there was no American author to protect, the British author was supposed to have no rights whatever, and it was a mad scamper on the part of the different printers in America to secure the earliest copies of new books as they appeared upon the London market. This was a period

long before the introduction of the Atlantic cable, long before steam had been applied upon the Atlantic voyage; the packets of that time were extremely uncertain. When a new book was due upon the English market the arrival in New York of the first packet that might bring a copy was eagerly anticipated, and there was great jockeying for the advantage of position. It is recailed that two of the New York publishers expecting the arrival of the early copy of a new book which might promise popularity had engaged each the swiftest possible schooner with the most experienced captain to cruise in the offing to intercept the packet. The skipper who had the luck first to sight the London ship drew up under her stern and caught on his deck the precious package of literature. Crowding all sail he rushed back to port and placed the copy in the hands of the publisher, who was thus able to beat his rival upon the American market. Such incidents they say were common.

MORALS OF THE BOOK TRADE.

Even when there was no copyright law the best publishers made a return to the British author whose work they used. Technically, it was book piracy, but all the reputable houses in America gave the author a sum which probably represented as much as he would be entitled to under the copyright law as at present administered. They played fairly among themselves in the conduct of their business. Whichever publisher secured by manœuvre or by prior arrangement the advance copy of the new book was reasonably safe from competition from his neighbor. A little card placed in the newspapers or in the periodicals published by each house served as satisfactory warning to competitors of each forthcoming new book.

As the beginning of the publication of books lay in the newspaper, so the continuation of the industry was assisted by periodical publi-cation of another sort. The oldest publishing houses in this country to-day are those with which are associated literary and popular magazines. It is perhaps too much to say that Harpers has been sustained by Harper's Monthly or the Weekly or the Bazaar, but the contention is in general well brought out by the fact that not only the Harpers but the Scribners, the Appletons, the Century Company and Lippincotts have always had a magazine as well as their book publication, and in Boston the Atlantic Monthly has from the beginning been at least in community of interest with Hurd & Houghton and the present Houghton Mifflin Company. Each one of these houses has used its opportunity for serial publication for many of the books which have later borne the house imprint.

OLD FASHIONED BOOKS.

The books of the earlier period of American publication were not particularly attractive in form or in appearance. Yet many a literary foundation rests upon the perusal of the many good books that appeared in pamPleasant memories are recalled when the odd chance of rummaging in an old attic brings to light the once familiar terra cotta binding of the old Harper's Franklin Square Library, with its small type and two columns to the page. The best of literature was given to the American public in that and the similar form emanating from other publishers. while the American publisher was filling a demand far in advance of his possibility of supply the very existence of the demand created in due course a supply from American authors. At the beginning it was poor, much of it undeniably poor. But patriotic pride was strong enough to give the local product a show, and with the opportunity of getting into print the character of the work of American authors improved. At last there came a time when the publishers were not forced to depend upon English work. They found their best market in striving to foster American production.

These progressive steps which here can only be hinted at went far toward building up American literature, and we have a literature despite the scoffers. A people who had had only mediocre rovels from its first novelist, Charles Brockton Brown, could be pardoned upon the publication of Cooper's tales if they hailed him as a "second Walter Scott." We know now that Cooper wasn't, but first enthusiasm, perhaps even when misdirected, is worth while.

ENGLISH BOOK SALES OF 1911.

J. HERBERT SLATER in The Athenœum.

THE great event of the year, the sale of the first portion (A-B) of the Huth Library, well known to students and collectors through the catalogue published more than thirty years ago, was so recently described that there is no need to refer to it again in a summary of the year's activities further than to say that the total amount realized (£50,321) makes it certain that this sale will, when completed, rank as the most important, from a financial point of view, which has ever taken place in this country. Times have changed since the great Fonthill Library was sold in sections for £89,200; and even the comparatively recent sale of the Ashburnham Library for £62,700 affords but partial evidence of what it would have brought had it been reserved until today, when competition is so much keener and money of apparently less account than it has ever been. For the Heber Library in 1834-7, £57,500 was obtained; and the Sunderland sale with its £56,000 makes up the quartet against which the Huth Library will, when it has passed into history, be arrayed. All these sales were very rich in books of the kind for which there is at present the greatest inquiry, and which, during the last few years, have become more and more elusive as the demand for them has become more widespread and persistent. It may be said that the great public libraries of the world have swallowed the many good books that appeared in pam-phlet form in the middle of the last century. ber, and that a few more years will see the end even of these, so far as any chance of private possession is concerned.

The rich collector who would form a library on the principle of procuring the very best that tradition has sanctified and the needs of the hour have made imperative must set about it quickly, or he will be too late. He knows it, and that in itself amply accounts for the feverish haste to be "in at the death," as other than bookish sportsmen have it, for there is a regrettable feeling abroad among collectors of every school and of objects of every character that what is not their own, and never can be, is dead indeed to them.

It seems that we are now in a transition period, and that many books which have passed out of reach are gradually having their places taken by others of a similar kind, but later in date. This is particularly noticeable in the case of Americana, eighteenth-century books of that class having acquired a much more important position than was the case a few years ago. They seem to have become scarcer, and certainly afford many examples of that "levelling-up" process which is seen to be going on in other departments of literature. The passing of the nineteenth century appeared to make all books older by a hundred years—an illusion, no doubt, but the world is full of such fantasies

world is full of such fantasies. On a survey of the book sales of 1911 it is plain that the ordinary bookman has still innumerable chances if he will be content to grasp those within his reach, for really good books are now continually being sold for sums at which they could not have been got a dozen years ago. Very expensive volumes, whether in print or manuscript, have no doubt increased in value immensely during that period, but then their number is relatively small. The majority of books have fallen in value materially, and their number is legion; and between the two classes we have that important section of which I have spoken, which is gradually making its way upward, but is, as yet, well within reach. There is plenty of room here, one would think, for energy, and not much for regret when the matter is looked at aright; and almost every sale which has taken place, from the first on January 13th to the latest of a few days ago, contributes something to prove the truth of this position. This sale of January 13th was held by Messrs. Sotheby, and it comprised a lengthy series of books relating to Canada and the United States, for the most part printed in the nineteenth century—too late, of course, to be of all-round importance. Their degree of scarcity is reflected in the price—219 lots in the catalogue went for £120. A single work of the kind printed in the seventeenth century might have sold for more than this total, and a score or so of eighteenth-century books of a similar character for as much. I speak generally, of course, taking the mass rather than individual examples, and merely adduce this particular instance as cogent evidence of the importance of age in all matters of bookish concern where rarity is made the prime factor. On the other hand, many old books are com-mon enough, simply because there is no special demand for them, and so it falls out that a burning desire for possession, combined with age, constitutes the foundation of every library which in these days would be accounted great.

It is significant of the fact that there are so few great libraries remaining that the most important sales which actually take place are more often than not of a miscellaneous character, that is to say, the books are brought together from a variety of sources. The year has certainly witnessed the sale of the library of the late Charles Butler of Connaught Place (£10,759); Capt. Douglas' collection of works illustrated by Cruikshank (£4086); the late Sir Theodore Martin's library (£2773); a selection from the library of the Right Hon. James Round, formed chiefly during the eighteenth century (about £2000); some books and manuscripts from the library of the Earl of Kinnoull (£2760); and the collection of Dr. Augustus Jessopp (£1748). All these were private libraries having one or more days given up to them, but they constitute only a small minority.

Isolated books of exceptional interest are, consequently, in greater evidence, and they leave large gaps before and behind them: books, like "The Waltz, an Apostrophic Hymn, by Horace Hornem, Esq." (i. e., Lord Byron), 1813, 4to, which sold at Sotheby's in January for £64 (cf. leaf repaired); Ben Jonson's "Works," 2 vols., folio, 1616-40, £31 (old calf, not subject to return); and "Engravings from the Choicest Works of Sir Thomas Lawrence," published by Graves & Co. in 1835-46, folio, £69 (hf. mor.). All these were in a miscellaneous sale of January 16th, and there was nothing else of much importance. It was not, indeed, until the latter days of the same month that any real activity became noticeable, viz.: at the sale of the library of the late Rev. J. H. Dent and other properties at Messrs. Hodgson's. Among the Americana was Hamor's "Present Estate of Virginia"; and Gray's annotated copy of Stow's "Survey" can be classed with the three volumes sold later of "The Ingoldsby Legends," 1840-47, with inscriptions by Barham, one in verse.

Capt. Douglas' extensive collection of printed books, pamphlets, and other works illustrated by George Cruikshank, previously referred to, was the finest ever brought together, being superior to that formed by H. W. Bruton of Gloucester, or even to that of the late Edwin Truman, sold at Sotheby's in 1897 and 1906 for £2519 and £3091, respectively. Books from the Truman collection, and perhaps also from the Bruton, were acquired by Capt. Douglas. Thus "The Humourist," 4 vols., 1819-20, in the original pictorial red boards, may be the same copy that figured in all three collections, and if so, the sums realized for the work were as follows: £60 (Bruton), £107 (Truman), £127 (Douglas), these amounts giving a very fair idea of the trend of prices throughout.

The books forming part of the Townshend heirleoms, sold on February 22d, were not of any great interest; and H. Penfold's library, sold with other books on March 2d, was not

productive of much. Topographical works constituted the main feature of the latter

On March 8th a copy of Lyndewoode's "Constitutiones Provinciales," printed by Pynson, without date, small 8vo, fetched £52, it having the arms of Henry VIII. on the sides, and a note apparently in his autograph; and a miscellaneous sale held by Messrs. Puttick & Simpson on March 15th and following day dealt with a number of works on military costume, now in great request. One of them, Hamilton Smith's "Costume of the Army of the British Empire," 1815, 4to, containing 59 colored plates, fetched £35 (unbound, one plate torn); and 90 colored plates of costumes of the Austrian army, no title or description,

The miscellaneous sale held by Messrs. Sotheby on March 15th and two following days was one of the most important of the year, many of the books as recorded in the pages of "Book-Prices Current" fetching large prices. Some of them were typical seventeenth-century American pamphlets of such extreme rarity that they are scarcely obtainable. Sir George Peckham's "True Report," one of the most important of the books, had not been sold in this country for many years, but one fetched £5 18s. in 1842. Gilbert White's manuscript "Flora Selborniensis," which realized £51, is separate from the Garden Calendar which he kept regularly from 1751 onwards, and is to be printed, it is understood by the Selborne Society.

is understood, by the Selborne Society.

The library of the Right Hon. James Round "and other properties," to which reference has been made, included a copy of Sir William Alexander's "Mapp and Description of New England," 1630, small 4to, which sold for £150 (unbound); and an imperfect copy of Gower's "Confessio Amantis," printed by Caxton in 1483, folio, which also realized the same amount. The most noticeable book in the collection, however, contained the "Two Royall (or Queenes) Masques" and the "Description of the Masque," usually known as "The Hue and Cry after Cupid," "invented" by Ben Jonson, and printed in 1609, as well as a number of pieces by the same author, Milton, Davies, and others. This fetched £135, chiefly on the strength of the Masques and "Description"; while a presentation copy of the first edition of "La Henriade," 1728, 4to, with "To Mr, Round from his humble servant Voltaire" on the flyleaf, brought £75 (original boards).

The late Joseph Dixon's library, sold at Messrs. Christie's on March 22d, was essentially of an English character throughout, and so was that of Hilton Price, disposed of at Messrs. Sotheby's a few days later. At the former sale, the Kelmscott "Chaucer," in the original half canvas, fetched £64, having recovered materially from its fall of three or four years ago. We next come to the first portion of the library of the late Charles Butler, sold on April 5th and five subsequent days. This and the second portion, sold on May 20th and three following days, were not out of the ordinary, strange as it may seem

in face of the large sum (nearly £11,000) realized for the whole collection. They were catalogued in 2109 lots, and the prices were so evenly distributed throughout that very few of the books fetched more than £10, while the vast majority went for much less. This was a scholar's library, formed with the one definite object of reading, and that, unfortunately, was not altogether in its favor from a commercial point of view. Still, some of the books excited considerable competition, as for instance, "The Chronicle of St. Albans," small folio, £103 (imperfect as usual; this was the Ashburnham copy, which sold in 1897 for £180), and the same, printed by Julian Notary in 1515, which fetched £49 (mor.g.e.). Other books of exceptional interest included "The Nuremberg Chronicle," 1493, folio, £39 (hf. leather, rough edges); a fourteenth-century Ms. of Guillaume de Guileville's "Le Pelerinaige de la Vie Humaine," with 82 miriatures in the text, £530; Smith's "History of Virginia," with the four original maps of Virginia," with the four original maps (remargined) and both portraits inlaid, £40 10s. (mor.); Boccaccio's "De Mulieribus Claris," first ed., 1473, folio, £51 (modern mor.); Horace Walpole's copy of "The World," by Adam Fitz-Adam, with numerous Ms. notes in his handwriting, £28; and a variety of Bibles, Testaments, Missals, Breviaria, and other service books, most of which sold for comparatively small amounts.

Ever since 1886 Messrs, Sotheby have been putting the large collection of manuscripts formed by Sir Thomas Phillipps into something like order and reducing the bulk. This firm held the fifteenth sale of the series on April 24th, and four following days, the sum realized for this instalment being £8,795, and bringing the total thus far to nearly £60,000.

The first part of the great Hoe library was sold at New York by the Anderson Auction Company at the end of April and beginning of May, and to pass it by without recognition of the masterly way in which the catalogue was drawn up—apparently by Beverly Chew, whose name appears to the "Foreword" would be ungracious in the extreme. Much has been said about the furious bidding which took place and the enormous prices obtained for many of the Hoe books, and, though competition must have had most to do with this, the excellence of the catalogue doubtless contributed not a little to the result. At this sale a copy on vellum of the so-called "Mazarine Bible" fetched the equivalent of £10,000, the largest amount ever paid for a book, the sum of £7100 obtained at Paris in 1909 for "Les Œuvres de Molière," 6 vols., 1773, with Moreau's original drawings bound up, ranking second. The Huth copy of the "Mazarin Bible" was bought by Mr. Quaritch for £5800. and it was perhaps better than that belonging to Mr. Hoe, for priority is given to the unmixed issue on paper, to which the Huth book belonged, over the copies printed on vellum. Alfred W. Pollard refers to this aspect of the matter in his "Early Illustrated Pools" and classifications. Books" and elsewhere.

The next sale of importance was held at Messrs. Sotheby's on May 1st and following

day. It was dealt with in The Anthenæum of May 13th and was of miscellaneous character, comprising inter alia a number of works on aeronautics, now fashionable, and of these Blanchard and Jeffries' broadside "Account of a Voyage in the Atmosphere from England to France," 1785, fetched £14 10s.

This sale gave rise to the conclusion that

This sale gave rise to the conclusion that presentation copies of books rank high in the estimation of collectors, and there is every indication that they will in the future rank higher still.

The late Sir Charles Dilke's library, or rather a selection from it, was sold at Messrs. Christie's on May 9th, in company with a number of other properties. Blake's "Songs of Innocence," with 27 colored plates and that of "The Schoolboy" from "Songs of Experience" added, 1789, 8vo, fetched £250 (mor.); Keats' "Lamia," 1820, £50 (boards); "Poems," 1817, £30 (calf extra); "Endymion," 1818, 8vo, £48 (boards), and the "Poetical Works" of 1876, with autograph inscription by Lord Houghton to Sir Charles, and the latter's pencil marks and notes, £20 (calf extra). Among the miscellanea was a unique set of the Royal Academy Catalogues from 1769 (the date of the first exhibition) to 1834, containing many hundreds of interesting autograph letters from the chief artists of the period, also a large number of original drawings. This collection, in 16 thick quarto volumes, bound in morocco extra, fetched as much as £504.

On June 12th Messrs. Sotheby sold for no less than £1015 Fielding's original receipt for £600 for the copyright of "Tom Jones" and the agreement between himself and Miller for its publication. These documents belonged to the Huth collection, sold in part later, and were bought fifty years ago for £12. It is worthy of note that the three large volumes, by Messrs. Humphry Ward and W. Roberts, of "Fictures in the Collection of J. Pierpont Morgan at Prince's Gate and Dover House, London," (150 copies privately printed), brought £90 at the end of June. They were gorgeously bound in morocco-super-extra. The Catalogue of the Morgan Collection of Chinese Porcelain, printed at New York in 1904, containing 77 colored plates, fetched £33 (mor. ex.); and on June 28th Messrs. Knight, Frank & Rutley, at a sale of the late Moberly Bell's effects, obtained £120 for Voltaire's works, printed at Kehl in 1785-9, and complete in 70 volumes. The reason of this unusually high price was that the work was on large paper, with all the portraits and plates by Moreau in colors. Beaumarchais established a printing office at Kehl for the purpose of producing this edition, bought Baskerville's types, and expended from first to last upwards of three million francs upon it.

Sir Theodore Martin's library, extensive and good of its kind, was composed almost entirely of standard works of English literature, and, though the collection fetched £2770, individual amounts were mostly small.

That the racy books of Pierce Egan and his school have not lost their interest is apparent from the results of the year's sales; in fact, it is evident that good copies are held in higher regard than ever. At a sale on the last day of June, Carey's "Life in Paris," containing 21 colored plates by George Cruikshank, 1822, 8vo, fetched £26; first editions of the three "Tours of Dr. Syntax," 1812-20-21, 8vo, £37; Pierce Egan's "Life in London," 1821, and the "Finish," 1830, together 2 vols., 8vo, £30; and Westmacott's "English Spy," 2 vols., 1825-6, also £30. All these were fine copies, uncut and bound either in calf or morocco extra. At the same sale the first edition of "La Divina Commedia" having the Commentary of Benvenuto da Imola, 1477, small folio, brought £66 (original vellum, two leaves repaired); and a little later a set of The Sporting Magazine from the beginning in 1792 to its conclusion in 1870, together 156 vols., with Sir Walter Gilbey's privately printed index to the engravings, £70 (hf. calf). The last 46 volumes were not uniformly bound, and several of the plates were missing. Sir Walter Gilbey's set sold for £378 in March, 1910; and at a miscellaneous sale at Messrs. Sotheby's in July, 1909, as much as £920 was obtained for what was described as the finest set ever offered.

The extensive and valuable collection of medical works formed by the late Dr. Frank Payne was sold en bloc for £2300, in the comparatively quiet month of July. It consisted mainly of works in English, Latin, and German (printed in this country and abroad during the sixteenth and seventeenth centuries) by such celebrated practitioners as Peter of Abano (the reputed magician who fell into the hands of the Inquisition and died the night before his execution, carried away, it was whispered, by the fiends his magic art had raised), Paracelsus, Monardes, Ulrich Hutten, and many others. The library of the late Col. Montagu, sold on the 18th, contained a copy of Lady Mary Coke's "Letters and Journals," privately printed in 4 vols., 1889-96, and this fetched £34 (as issued); Petrarch's "Sonnetti, Canzoni, e Triomphi," 1740, folio, £20 (old morocco, three leaves reprinted); and "Trials for Adultery, or the History of Divorces," with all the plates and portraits, 7 vols., 1780-81, 8vo, £30 (calf).

The last sales of the season comprised the library of the late Mr. Seton Veitch of Paisley, held on July 21st, and the miscellaneous sales of July 27th and August 1st, all conducted by Messrs. Sotheby. Some good and unusual things sold at this time included Sir William Leighton's "Teares or Lamentations of a Sorrowfull Soule," 1613, 8vo, which had not been seen in an auction room for nearly a century, £7 (old half boards, title soiled and a leaf torn); Robert Greene's "Penelope's Webb," 1601, 4to, £25 (unbound, title defective); and books, Mss., etc., relating to Oscar Wilde. Anything by Wilde, not consisting of late reprints, is in great demand.

The new season of 1911-12, opened by Messrs. Puttick & Simpson on October 5th,

has so far been almost completely dominated by the Huth sale. It may just be observed, however, that on October 19th, Vol II. (only) of Lamb's "Tales from Shakespeare," 1807, 8vo, sold at Messrs. Hodgson's for £71, simply because it was in its original grey boards as issued. In May, 1903, the two volumes so bound, fetched £110 at Messrs. Sotheby's. Again, on November 17th, Messrs. Hodgson sold for the large sum of £226 Thackeray's "Flore et Zephyr," in its original wrappers, and this notwithstanding the fact that they and one of the lithographic illustrations were slightly torn. During the last twenty-five years only nine copies of this "Ballet Mythologique" have been publicly offered for sale, and of these two were mutilated and one incomplete. The nearest approach to this most recent example was that which realized £56 in May, 1892. That, too, was in its original cover, and one of the plates was damaged.

Taking the Book Sales of 1911 as a whole, one cannot say that they have proved very remarkable. If the Huth sale is left out of the calculation, the average disclosed is about £2 15s.—higher, certainly, than that of the previous year, which stood at about £2 10s., but lower than that of 1909 (£3 10s.), and much lower than the average for 1907 (about £4 4s.), which is the highest on record. We may gather from this that of late an unusually large number of unimportant books have been thrown on the market, and that appears from other evidence to have been the case. records of many years show plainly that books of an ordinary character-those, in fact, which are not as yet mirrored in the glass of fashion-are cheaper than they were ten or a dozen years ago, but that the aristocrats of the bookshelf are much dearer, and are likely to become dearer still, for most of the available copies are rapidly finding their way into the great public libraries of the world.

CANADIAN AUTHORS.

THEIR WORK IN 1912—MOST OF IT PUBLISHED (?) HERE FIRST—BOOKS ABOUT CANADA.

How far is Canada, so vigorous and productive a young nation in other respects, managing to develop a literature of its own? asks H. Linton Eccles in correspondence to the English Book Monthly. It is an interesting speculation, and one also worthy of the serious attention of booklovers in whatever portion of the English-speaking world they may be.

It must be said that the publishing trade in Canada is not much nearer, judging by the results of the present season, the realization of its own independence and autonomy, than it was. Books about Canada as well as books written by Canadians are still, to a large extent, printed and published in Britain or the United States, where the financial reward at any rate is more satisfactory than it would be if they were produced in Canada. The fact is to be regretted that Canadian writers have still to go abroad to get their works published, or at least to receive what may be considered a fair return for their labors.

The Canadian writer of to-day has to consider the monetary side of his profession, just like the writer of any other country, and until the reading public and the publishers of the Dominion are able to be more generous and more enterprising, the best native work will continue to enter Canada by way of New York, Philadelphia, Chicago, or London. The writer is worth his hire no matter in what market he sells the products of his pen, and he would be a fool if he did not sell in the best market he can.

But while the publishing side of the literary profession in Canada is not developing so rapidly or so well as it should, the handful of definitely Canadian authors are plying their trade assiduously, and in a number of cases successfully, both in the matter of quality and of payment. In the range of fiction Canadians have fallen back a little from the standard of last year, but the apparently unsatisfactory showing in this regard is due to some extent to the holding over of a number of new novels until the spring. For instance, "Ralph Connor's" "Corporal Cameron," and books by L. M. Montgomery and Marian Keith—two women writers who are making good headway—are postponed.

Pioneering is still the dominant note with the Canadian fiction writer, which is as might be expected in a country where the land is still being wen from its wild state. There are more stories, too, of country life, though the Dominion has yet to discover its master-hand in depicting those scenes, wherein its real nationhood is being made. It is rather surprising that city life finds few followers among the Canadian novelists. Perhaps the reason is that they would be thrown too much upon their own resources. There are no very full and adventurous pages of history to turn over, and probably city life in Canada, outside of Quebec, has not reached the stage of development at which one might write around it a full, interesting, or readable book, unless one had a big fund of humor or a fine reserve of character-drawing skill.

Mr. R. E. Knowles' "The Singer of the Kootenay" has been widely and deservedly praised, though one of the leading church papers took exception to the religious treatment which it contains. But Mr. Knowles should know fairly well what a missionary's life in the Pacific Province is and might be. Anyway, he set out to write a story and not a report on home mission work. Mr. Robert W. Service has in the current lists "The Trail of Ninety-eight," where he writes with graphic force of the ruggedness of the Klondyke when it was in the making. Mr. H. A. Cody prints a pleasant maritime story, and Mr. Norman Duncan goes to Labrador for his latest pen picture of Canadian life. Besides these there is a lot of readable enough fiction, not worse than the average stuff of the American and British seasons, with always the possibility that in the pile a more-than-ordinary work has been overlooked by the reviewers.

It seems likely that Canada will rear a distinctive class of short story writers within the

present generation, and, perhaps, along this line will the national literature find its way, as did that of the United States, to healthy and independent expression. Generally these short stories get into print first in the American magazines, which can pay rates that are, so far, beyond the resources of the Canadian publisher. Many of them-a remarkable number, considering the comparatively few authors who are in the field here, and their many competitors on the other side-will stand comparison with those turned out by either United States or British writers. Without arguing the point whether Cy. Warman is American or Canadian, there are short story men and women in Canada, of Canada, who are doing consistently good work. Charles G. D. Roberts, Arthur Stringer, G. R. Pattullo, Miss Montgomery, and Frank L. Packard are a few of them. The best of their stories, collected and published in volume form, are always welcome.

One might as well dismiss the seemingly endless discussion on poetry as a marketable article by saying that it does not pay in Canada. Does it pay in any country? The magazine and book publishers are the judges, the arbiters on this question, and they know well enough that what isn't read—or at least what isn't bought—isn't worth the trouble of printing, and therefore from their point of view not worth the trouble of writing. Poetry-making in Canada, with an exception like Mr. Service, will have to remain, now and in the future, a labor of love, the work of hours of leisure by those who have not to depend upon it for a living. And if poetry produced under those conditions, in Canada or anywhere else, is not good enough to survive, well it will have to die.

There has been little original Canadian verse issued from the presses during the past twelve months. Mr. Stringer brings out his "Irish Songs," which are not of Canada, but of the land from which he and so many more Irishmen are exiled—to the advantage of the countries of their adoption. Dr. J. D. Logan is naturally more Canadian in his "Songs of the Makers of Canada," though he is not in the same rank as his fellow Celt. Mr. Robert Stead, in "Prairie Born and Other Poems," may be said to stand as the representative verse composer of the West, and he is certainly in line with the democratic spirit of the West. Cy. Warman has collected a volume of his "Songs," some of which may be appropriated as Canadian. A welcome anthology is "A Century of Canadian Sonnets," collected by Mr. Burpee.

A few readable Canadian biographies and works of the descriptive topography kind have appeared during the year. One of the best of them is the life story of Father Lacombe, the most interesting pioneer churchman of the West, told by Miss Katherine Hughes. Mr. W. L. Griffith, the Welsh private secretary of Lord Strathcona, High Commissioner for Canada in London, has produced "The Dominion of Canada," a volume that has official information and first-hand knowledge to back

up its authority. "The Diary of Mrs. John Graves Simcoe," edited by John Ross Robertson, proprietor of the Toronto Telegram, fills in many social and reminiscent pages so far missing from what the average reader has been able to read about Governor Simcoe and official life in the Province of Ontario.

Finally, there is still a steady stream of books about Canada being written by visitors to it, mostly journalists from Britain. Mr. A. E. Copping is an old hand at this, but Mr. R. E. Vernede, who is something more than a three-book novelist in England, is a newcomer. His "Fair Dominion" is one of the most sensible books so far written on Canada by a practiced writer who only had a limited time in which to make himself familiar with his subject. Mr. F. A. Talbot has published "The New Garden of Canada"—about British Columbia; and "The Making of a Great Canadian Railway," meaning the Grand Trunk Pacific. Mr. John Murray Gibbon has found ample readers for his spirited and readable "Scots in Canada," a small book which may be said to anticipate a larger, more comprehensive two-volume work under the title of "The Scotsman in Canada," which Dr. Wilfrid Campbell and Dr. George Bryce of Winnipeg are writing for early publication.

JOURNALISM IN RUSSIA.

In a "Russian Supplement," issued by the Times the other day, there appeared an interesting article on Russian journalism and journalists, the writer of which pointed out that "in reviewing the position and prospects of the Russian press, it is necessary to draw attention to three characteristic features of Rus' sian life: the great number of illiterates, the large proportion of aliens, and the preponder-ance of rural inhabitants." Of the total population of the empire (over 160,000,000), 120,-000,000 can neither read nor write; there are about 25,000,000 literates of alien race and language; the population of the towns does not exceed 23,000,000. Deducting from the 15,-000,000 Russian literates the requisite proportion of women and children, it appears that the potential newspaper readers do not exceed 5,000,000, or about 3 per cent. of the total population. This residue is distributed over an immense area extending from St. Petersburg to Vladivostok, but the bulk is confined to this side of the Urals. Roughly speaking, Russia may be divided into four journalistic zones, with their respective centres at St. Petersburg, Moscow, Kiev, and Odessa. Since the liberty of the press was declared in Russia, some six years ago, there has been an extraordinary growth of newspapers and

Another article in the same issue is descriptive of Russian newspapers and periodicals, and the following particulars are given of the leading organs of the Russian press, among which the Novoe Vremya enjoys an altogether exceptional position, thanks to its long standing reputation as a newspaper not only in touch with the official world, but also

with the most influential classes in the country. The circulation of the Novoe Vremya is generally understood to exceed 100,000. Taking into account that its readers belong to a very select class, this figure must be considered a very satisfactory one for Russia.

The Novoe Vremya is a newspaper which, ever since M. Suvorin became the editor and publisher, has supplied an extraordinary variety of interesting matter. Its politics are too well known to call for exhaustive notice. It is sufficient to recall the fact that since the relations between England and Russia assumed a friendly character, the Novoe Vremya has been a consistent exponent of the principles underlying the Triple Entente.

principles underlying the Triple Entente.

The Russkoe Slovo, a Moscow daily, has, during the last few years, attained a position of the greatest eminence, and in that part of the empire which lies to the east and south of Moscow, its influence has become paramount. It is said to have a circulation of about a quarter of a million; its readers are mostly drawn from the middle class, which is yearly increasing in numbers and importance in Russia. It is the favorite organ of the Moscow merchants and manufacturers. The Russkoe Slovo is unquestionably the most advanced newspaper in Russia in a technical sense. Its telegraphic news service is far greater than that of any other daily.

The Retch, published in St. Petersburg, is the leading organ of the opposition. Its circulation is said to aggregate 70,000. Being specially called upon to act as the mouthpiece of the Constitutional Democratic Party, the Retch is popular among the Intelligentsia, of which that party is mostly composed. As a party organ the Retch does great credit to its distinguished editor, Professor Paul Milyukov, and his associate, Joseph Hessen, and to the publishers, Messrs. Vladimir Nabokov and Petrunkevitch.

SCRIBNERS TO MOVE UPTOWN.

Although it seems only yesterday that Charles Scribner's Sons moved into their new building on Fifth Avenue, near 22d Street, they are preparing again to make a move "uptown."

They have purchased a plot on 48th Street, near Fifth Avenue, and are here planning to erect a ten-story building that will adequately house the retail store and the many departments of the publishing business. The plans for the building are still somewhat tentative, and the removal will probably not take place before 1913.

JOSEPH McDONOUGH MOVES.

Joseph McDonough, the Albany second-hand rare bookseller, is moving into new quarters, leaving the old store, which is to be torn down to make room for a new 14-story hotel. The 100,000 volumes of the stock fill five floors in the old store and the mere moving of them will be no small matter.

The new store at 73 Hudson Avenue, which Mr. McDonough has leased for a term of years,

is now occupied by Mann & Waldmann, and includes the store proper on the main floor and three upper stories, two of which measure about 100 feet square. Mr. McDonough established his bookstore in Albany in 1870. He began his career of a bookseller in 1858, at Liverpool, Eng. As "cotton was king" in England at the opening of the civil war in this country, industrial business in the United Kingdom went to smash when the blockade of the Scuthern states was effected. Business became so poor that Mr. McDonough was driven to this country. He landed in Boston, intending to migrate West, but stopped off in Albany and went into business, remaining ever since.

METHODIST BOOK SALES GROW.

At the opening session of the annual meeting of the book committee of the Methodist Church, held February 14th at the Methodist Book Concern Building, reports of publishing agents of the Western Methodist Book Concern and the Methodist Book Concern showed net earnings for the fiscal year ended October 31 last of \$230,080.68 for the New York office and \$237,913.25 for the Western house.

The sales for the quadrennium ended October last were \$10,304,070.03, as compared with \$612,635.69 for the four years ended 1847. So great was the volume of printing done by the New York office this year that considerable work offered by others had to be declined.

The New York report was signed by the Eastern publishing agents, the Rev. Dr. Homer Eaton and the Rev. Dr. George P. Mains. The Western report was signed by the publishing agents at Cincinnati, the Rev. Dr. Henry C. Jennings and Edwin R. Graham.

JOHN LANE COMPANY MOVE.

The John Lane Company, who for the past five years have been located at 110-114 West 32d Street, New York, will move on February 26 to the large new, fireproof structure known as the Cuyler Building, 116-120 West 32d Street. The rapidly growing business of the firm demands this removal into more commodious quarters, where the offices of the company will cover half of the spacious eleventh floor.

JA PUBLISHER'S REPRESENTATIVE ON THE PACIFIC COAST.

Laurens Maynard, who, for the past four years, has been covering the entire United States as an independent traveller and who has represented upon the Pacific Coast a large number of non-competitive lines, announces that the growth of his Western business has made it advisable for him to establish permanent headquarters in San Francisco. His new Western offices are in the Newbegin Building at 315 Sutter Street, and are maintained as Western headquarters for Brentano's, Longmans, Green & Co., Mitchell Kennerley, Cassell & Co., Moffat, Yard & Co., A. J. Holman & Co., Sturgis & Walton

Co., and John W. Luce & Co. While Mr. Maynard has taken his family to California and will make his home at Mill Valley, a suburb of San Francisco, both he and Mrs. Maynard will make substantially the same travel as last year—covering the entire United States and Canada in two long trips and making three visits to San Francisco and Los Angeles. In addition to the above houses in whose interest he is maintaining the Western office, Mr. Maynard covers Western territory for Frederick Warne & Co., Funk & Wagnalls Co., Norman W. Henley, and several smaller or more specialized publishing houses, and Mrs. Maynard continues to represent the W. F. Nickerson Co.'s Christmas cards, and Curtis & Cameron's Copley prints.

TRADE ASSOCIATIONS.

THE BOOKSELLERS' LEAGUE.

Despite the stormy evening and the opposition "noise" that filtered through at intervals from an adjoining banquet room, the seventeeth annual banquet and ladies' night of the Booksellers' League was the best ever. The ladies braved the bad weather in encouraging numbers, and the Hotel Martinique did its part by providing an excellent menu. Indeed, if the Martinique would provide cloak room and toilet facilities as satisfactory as was its dinner from oysters to coffee, it might count on the League "for life."

The toast list has been seldom of such uni-

The toast list has been seldom of such uniform excellence. Mrs. Frederic C. Howe held up the suffragette end of the evening splendidly in the absence of Miss Sylvia Pankhurst, by giving a parodied anti-suffrage speech that was inimitable. Charles Rann Kennedy, the author of "The Servant in the House," followed with two readings from—the Bible; revealing dramatic possibilities that most of his audience had never suspected in the well-known stories of the healing of the blind man and the prodigal son.

At this point, Mr. Chapman, called on by the president, referred to the presence of Mrs. Growoll and Miss Growoll, and offered a toast to the "oldest honorary member" of the League, too ill to be present, Mrs. A. H. Leypoldt. Mrs. Frederick Leypoldt, accompanied by her brother, favored the League with two songs—only enough to whet the appetite for more, as the applause showed.

Joseph Fels, introduced by the president as equally famous for his Fels-Naphtha soap and his financial backing of the single-tax propaganda, chose very frankly to speak on the latter subject, which he did most interestingly for a quarter of an hour. By this time it was so late that some began to leave, and, in so doing, missed, to their sorrow, Rupert Hughes' rambling — exceedingly rambling — discussion of plays ancient and modern. The author of "Excuse Me" radiated knowledge, whether referring to "that merry little thing, 'Oedipus Tyrannus,'" or to some of the deeds of Shakespeare, "the Belasco of his time."

Mr. Huebsch presided with his usual piquancy; while the members of the committee, who did the hard work, certainly deserve the thanks and congratulations of the members of the League and their guests.

BOOKSELLERS' ASSOCIATION OF PHILA-DELPHIA.

THE annual meeting of this progressive organization was held on Saturday, February 17. President L. A. Keating opened the meeting at 6:30 P.M., and called upon the secretary, William H. Hirst, for his report, which was in part as follows:

On March 9, 1911, less than one year ago, eleven booksellers accepted an invitation from Mr. C. C. Shoemaker to meet him and discuss the organization of an association of the booksellers of Philadelphia. What transpired at that meeting resulted in effecting the permanent organization of the Booksellers' Association of Philadelphia at a meeting held April 27, 1911, when a membership of sixty-two enrolled. Within a short time the board of managers recognized that the very rapid growth in membership, while encouraging, would result in the association outgrowing the accommodation so generously granted for one year by the Franklin Inn Club of the use of their building, and they deemed it wise to place a limit to the list of members at one hundred, and establish a waiting list. The limit was reached prior to the meeting of September, and there are now eleven gentlemen who have made application for membership waiting to be enrolled.

Since the organization of the association there have been held six meetings, in the months of April, May, September, October, November and January, at which there have been, following the dinners, addresses by Dr. John Bach McMaster, Dr. Ellis Paxson Oberholtzer, Dr. S. Weir Mitchell, T. Truxton Hare, Eugene L. Herr, Walter S. Lewis, Herbert C. Stockwell, L. M. Cross, and others. The attendance at these meetings was from thirty-six to seventy.

The entertainment committee, in securing these speakers, whose addresses gave such general satisfaction to the members, has done much to create and keep alive that interest which makes for the success of the association, and to the work of this committee may be attributed the fact that only one resignation from membership has been received since the treasurer sent out the bills for dues for another year. The treasurer's report showed receipts of \$310.76 and a balance on hand, January 31, of \$125.59.

The president did not present a report, but in the course of a short address stated it was his hope that sometime in the near future we would have meetings devoted to discussions of trade matters, and that subjects would be selected with a view to having any of the members desiring to do so take part in the discussions.

The nomination and election of officers for the ensuing year resulted as follows: President, Walter S. Lewis, of Strawbridge & Clothier; vice-president, George W. Jacobs, of George W. Jacobs & Co.; secretary, C. C. Otis, of the Lutheran Publication Society; treasurer, William M. Bains.

Board of Managers (to serve three years): Ellis W. Bacon, of J. B. Lippincott Co.; Louis A. Keating, of American Baptist Publication Society; William H. Hirst, of American Sunday-School Union.

Following the business meeting, the members partook of a dinner, at the end of which they were entertained with addresses by Com. Edward L. Beach, U. S. N.; Lieut. Com. Yates Stirling, Jr., U. S. N.; Capt. Paul B. Malone, U. S. A., all authors of well-known books. The addresses were listened to with great interest, and a rising vote of thanks expressed in a small measure the appreciation of the members of the association.

POSTAL-EXPRESS MATTERS.

EXPRESS PARCEL BILL HEARING.

Hearings were undertaken February 19th by the House Committee on Interstate Commerce with reference to the Adamson bill providing for the transportation of parcels by express at specified rates. Commissioner Franklin K. Lane and Representative Lewis of Maryland spoke briefly before the committee, the former giving the substance of recent investigations of the Interstate Commerce Commission into express company rates which have already been reviewed in these columns. Mr. Lane did not take any distinct point of view in advocacy of the Adamson measure or any other.

NO PAY FOR WOOD MAIL CARS.

THE Controller of the Treasury has announced a decision in regard to the use of wooden railway mail cars hauled between steel cars, which practically confiscates the compensation to be paid for mail cars under the regular contracts between the Post Office Department and railway companies. The case came up in a protest by the Missiouri Pacific and the St. Louis Iron Mountain & Southern Railways, where the Auditor for the Post Office Department made a deduction for the use of a wooden car between a steel car and a steel under-frame car, which has been decided should be classed with all steel cars in the view of the law. The action taken is under the provisos of the Postal Appropriation act of March 4, 1911, by which Congress forbade the payment of any money appropriated by the act for wooden mail cars placed between steel cars after July 1, 1911, and gave warning that all wooden mail cars must be replaced by steel ones as a measure of protection to the lives of railway mail officials.

TAX ON EXPRESS COMPANIES VALID.

In two cases that came before the Supreme Court involving the validity of state laws taxing express companies, the court, February 19th, held a statute of Minnesota to be a valid exertment and declared a law of Oklahoma unconstitutional. In the Minnesota case the tax was imposed virtually as a property tax. Although levied on the gross receipts the

state law provided that the tax was to be an assessment in lieu of all other forms of taxation on the property of the corporation within the state. Because of this reservation the Supreme Court held the Minnesota law to be valid in an opinion by Associate Justice Day. The opinion in the Oklahoma case, delivered by Justice Holmes, held the state law to be invalid because a tax was imposed upon the gross receipts in addition to a general property tax. The court declared such a tax an imposition solely on the gross receipts from business, the greater part of which was done outside of the state and was a burden on interstate commerce and not justified under the taxing power reserved to the states.

EXPRESS ADVANCE DENIED.

The Interstate Commerce Commission has denied the advance proposed by the express companies to make thirty-five cents instead of twenty-five cents the minimum charge on small packages. The decision involves the official classification of express tariffs numbered 37 and refers to rules 15B and 15C of these tariffs, providing for an advance in rates to go into effect on July 1, 1911.

On the complaint of a committee of the New York Board of Trade and the ensuing notice by the Public Service Commission of the Second District of New York, the amended tariffs were suspended by the Interstate Commerce Commission until April 28, 1912. The opinion of the Commission says in part:

in part:
"We are dealing with an advance sought to be made effective on some 700 roads in a territory comprising 313,668 square miles, in the most populous sections of the country, where the tonnage carried is practically 50 per cent. of the total tonnage of the United States. An increase by concerted action of the carriers of 40 per cent. in the minimum charge which has been in effect in this territory for twenty-five years is an important matter which demands most careful consider-ation. The effect of the increase is not alone to advance the minimum charge, but to very largely increase the number of shipments subject thereto. That is, the present rule does not apply on any shipment on which the charge is in excess of 25 cents. If the advance be allowed any shipment on which the charge is less than 35 cents will be subject to the rule."

PERSONAL NOTES.

MISS S. COHN has succeeded Miss L. Seidenberg as head of book stock at Levy Brothers, Brooklyn, Miss Seidenberg having resigned her position to be married.

Miss R. A. Lathrop has succeeded Miss McLaughlin as manager of the book department in Barnett Brothers'. Columbus Avenue and 74th Street, New York.

LITERARY AND TRADE NOTES.

A. M. BLACKWELL, president of the Blackwell-Wielandy Companly, of St. Louis, died February 13th. ARTHUR POOLE & Co. of Toronto have just published "Holmested's Sunday Laws in Canada," by George Smith Holmested.

B. HERDER, St. Louis, Mo., will publish, about March I, the American edition of Robert Hugh Benson's "The Coward."

ADMIRAL PEARY has contributed a foreword, and Booker T. Washington an introduction to "A Negro Explorer at the North Pole," by Matthew A. Henson, who helped Peary win the "prize of the centuries." The volume is just published by the Frederick A. Stokes Co.

His many American friends will be glad to know that John Murray's illness is not as serious as was at first feared. The attack was sudden, necessitating an immediate operation, but it is understood he is now well on the road to recovery.

At the annual general meeting of the International Association of Antiquarian Booksellers in London on January 26th, a further increase in the membership for 1911 was reported. B. H. Blackwell of Oxford was elected president for 1912, and F. Karslake was re-elected honorary secretary.

In the Publishers' Weekly for February 10th we listed a new novel by Payne Erskine, published by Little, Brown & Co. We are informed that this record (made from an advanced copy) is misleading, as "The Mountain Girl" will not make her début until March 9th.

WINCHELL SMITH, author of the successful play. "The Fortune Hunter," is dramatizing "Queed," Henry Sydnor Harrison's Southern novel, which has held a place on the Bookman's list of "six best sellers" for eight months.

Books of the week from J. B. Lippincott Co. include "The American Government," written for the uninitiated by Frederic J. Haskin, telling what the government does and how it does it; "Amateur Gardencraft," by Eben E. Rexford, well acquainted with the shrubs and plants he describes; and a new novel by Grace Livingston Hill Lutz, "The Mystery of Mary."

The author of "The Woman from Wolverton," published by The Century Co. this month, Isabel Gordon Curtis, is the wife of a prominent newspaperman in Washington. Many of the incidents in her story of Washington life, as seen through the eyes of a newly elected Congressman's wife, are based upon actual happenings in Congressional circles.

"The Relentless Current," by Maud Charlesworth, just published by G. P. Putnam's Sons, is the story of an innocent man, who is made to suffer through the miscarriage of justice. "The Toll Bar," by J. E. Buckrose, another Putnam publication, tells of a gloomy, isolated inn, wherein dwell a tyrannical innkeeper, his withered wife and their daughter, whose lover is the central mystery in a thoroughly mysterious tale.

AGNES REPPLIER, the author of "Philadelphia: the Place and Its People," delivered

an address at the Dickens dinner held in New York on the 7th of February. Her subject was "Dickens in Our Daily Speech." Mrs. Repplier's Philadelphia book is soon to be published in a new edition as one of *The Travel Series*, which is being projected by the Macmillan Company this spring.

A VOLUME of August Strindberg's plays, "The Dream Play," "The Link," and "The Dance of Death," Parts 1 and 2, as translated by Edwin Björkman, is just published by Charles Scribner's Sons. Strindberg, whose 63d birthday has just been celebrated throughout the Scandinavian countries, and for the playing of whose dramas a theater has just been erected in Stockholm, is now the foremost figure in Scandinavian literature.

"A ROLLING STONE," by B. M. Crocker, "Chantemerle," by D. K. Broster and G. W. Taylor, and "The Great Gay Road," by Tom Gallon, are the latest novels from Brentano. Respectively, they deal with a young prodigal of ancient lineage, who becomes chauffeur to the two maiden aunts of a bewitching girl, with a hero of the Vendean War and his heroic death, and with a "disgraced" gentleman who takes to the life of a tramp.

The Churchman, the recognized organ of the Episcopal Church in this country, will change hands shortly, both financially and editorially. Silas McBee, editor for sixteen years, will probably be succeeded by Rev. Edw. T. Sullivan of Newton, Mass.; and the Mallorys, who have controlled the paper since 1866, are selling their interest to prominent New York City laymen.

H. D. TJEENK WILLINK & Zoon of Haarlem, Holland, will issue at once a Dutch edition of L. M. Montgomery's "Anne of Avonlea," following the Dutch edition of her first success—"Anne of Green Gables." "Anne of Avonlea" has now been issued in British, Australian, Swedish and Dutch editions, in addition to the numerous American and Canadian editions. The author writes her publishers (L. C. Page & Company, Boston) that her new book, "Chronicles of Avonlea," will be ready in time for publication in May.

THE increasing demand for Bergson's "Creative Evolution" is noteworthy. Messrs. Henry Holt & Company report that they are having to print that book for the seventh time. At the same time they are printing an eleventh edition of F. Paulsen's "Introduction to Philosophy," and a tenth of H. C. Adams' "Science of Finance"; also a fifth of Carl Bücher's "Industrial Evolution," and second editions of those two very recent books—Frederick Taber Cooper's "Some Representative American Story Tellers," and Dean Hodges' "Saints and Heroes," the latter intended for the young.

Among the many important reprints of Doubleday, Page & Co. for the spring of 1912 is the complete manuscript edition of O. Henry's short stories, which takes its name from the fact that each volume will contain one page of original O. Henry manuscript. The edition is limited to 125 complete sets,

which will sell for \$120 a set, unless subscribed to before publication, in which case the price is \$100. Doubleday, Page offer a Kipling book this spring, "Songs Out of Books." This volume contains sixty-eight poems, some of which are printed for the first time. Others are the complete poems, parts of which have appeared in some of his best-known books. It will retail at \$1.40 net.

One of the noteworthy publishing projects of 1912 is an ideal limited edition of Sir Walter Scott in fifty volumes, announced by Houghton Mifflin Co. A distinctive feature of this edition will be 300 full-page photogravure plates from special photographs made by Charles S. Olcott, the man who illustrated the works of George Eliot and Mrs. Humphry Ward with his camera. Mr. Olcott's Scottish pictures are a striking proof of the fact that a photograph may be a work of art if it has an artist behind it. A number of these pictures will shortly be placed on exhibition at various public libraries in the larger cities by the American Federation of Arts.

Max Beerbohm has broken violently away from his satirical way of life and has written a novel, "Zuleika Dobson," which is full of sentiment and proud passion. This being "Max's" first novel, its publication, Friday, February 23, becomes an important occasion. John Lane Company issues the book in this country, and it promises to repeat its English success, where it has aroused many a hearty chuckle. John Lane Company also announce for early publication: "Wings of Desire," the latest novel of Miss M. P. Willcocks, author of "The Wingless Victory"; "The Ealing Miracle," a realistic novel, by Horace W. C. Newte, author of "Sparrows'; "In Quest of Gold," by Charles E. Knowles; and "The Shadow of Power," by Paul Bertram. "The Anarchists: Their Faith and Their Record," by Ernest A. Vizetelly, author of "Emile Zola: Novelist and Reformer"; and "Margaret of France, Duchess of Savoy," by Winifred Stevens, originally announced for publication during the fall of 1911 by John Lane Company, will be ready early in March.

Dodd, Mead & Company will publish on February 21st the following new books: "The Essential Thing," a novel by Arthur Hodges, treating dramatically New York society life. One great advantage this story possesses over many of the same class that appear, is the fact that the author knows what he is talking about. At the same time they will bring out "The Butterfly House," a delightful new story by Mary E. Wilkins Freeman; "The Chalice of Courage," a thrilling story of a man and a girl snowed in among the Rocky Mountains, by Cyrus Townsend Brady; and "My Lady Caprice," the first book by Jeffery Farnol, author of "The Money Moon." This charming story was brought out in a rather expensive illustrated edition a few years ago, before the author had made a name for himself. It will come as a new story to his thousands of admirers. A noteworthy book is "Death," an essay by Maurice Maeterlinck,

which will undoubtedly attract a great deal of attention. George Saintsbury's "History of English Criticism," will also be published at this time.

BUSINESS NOTES.

ATLANTA, GA.—The Southern School Book Depository announce that they have purchased the Pool & Isely Company, Atlanta, Ga. This company will still be operated, for the present, at least, under the name of Pool & Isely Company. W. Scott Bell, formerly secretary and treasurer, has been elected president and treasurer, and will be in active charge of the business. The Pool & Isely Company will devote their entire efforts to the library business, while the Depository will continue the furnishing of school and college text books as heretofore.

Augusta, Ga.—The firm of Murphy & Farrar, of 808 Broad Street, last week purchased the business and good will of the old-long-established Pendleton Bookstore, 815 Broad Street, this city. Murphy & Farrar will continue the Pendleton store as well as their own, which is located just across the street from their new acquisition.

BROOKLYN, N. Y.—The Bedford Company, Broadway and Reid Avenue, has opened a new building. A book department has been installed, which will be in full force throughout the year, not merely working through the holiday season, as heretofore. L. Kammerer will be buyer and manager.

CHARLEVOIX, MICH.—B. A. Herman is the successor to F. N. Chapel & Company, drugs, books and stationery.

DAVENPORT, IA.—J. H. C. Petersen's Sons have brought their book department from the basement to the main floor, sparing no expense to make it an attractive and practical book shop. Extensive improvements throughout the entire establishment have been made during the past year in the store, as a whole, as well as its book department.

DULUTH, MINN.—Panton & White have a new book department. The space formerly occupied has been enlarged and freed from everything which obstructed the view. In addition, there is a spacious gallery at the rear, approached by a broad stairway leading from the center of the department. Miss Eva Stedge has charge.

FORMAN, No. DAK.—J. R. Craigue has succeeded Green & Son, drugs, stationery, etc.

Grand Island, Neb.—Moore & Lichner have succeeded Alleman & Starr, proprietors of the Grand Island Book and Music Store.

HAMMOND, LA.—Dr. J. L. Robinson has retired from the drug, book and stationery business, having sold his interest in the Central Drug Store to Fellows & Wiseman.

LETHERIDGE, CANADA.—M. G. Kenny, formerly of St. Catharines and St. Marys, has opened a book and stationery store.

MERIDIAN, Miss.—W. T. Lancaster, writing to The Stationer, says: "Am going to open

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book and stationery store here soon to do a retail and small jobbing business. Will be in position to discount all bills for opening. Having very little experience in this line, would like to get in communication with manufacturers and jobbers of books, magazines, school supplies, pictures, athletic goods, etc.

Moose Jaw, Assin.—Two notices of incorporation of Moose Jaw book and stationery concerns have been published. Nixon's Limited, capital \$25,000, divided into 250 shares, and the Westwood Stationery Co., Limited, of like capitalization.

MOUNT VERNON, B. C .- S. L. Smith and F. Smith have opened a book and stationery store, under the name of Smith Bros. The former has been a resident of Vancouver for two years, going there from St. John, N. B., and his brother followed his example last

PLYMOUTH, WIS.—Miss Anna S. Dennis has just opened the Art Gift Shop, at 213 Mill Street.

POCATELLO, IDAHO.-W. H. Bohlscheid and G. J. Bailey, proprietors of the Book Store Company, have dissolved by mutual consent, George J. Bailey having purchased the entire interests of W. H. Bohlscheid. The style of the firm will still remain the same.

REEDS, MISSOURI.—The Bragdon Drug Company has succeeded T. E. Gentry, drugs, books, stationery, etc.

ROOSEVELT, N. Y.-Samuel Nathan, recently with Messrs. Doubleday, Page & Co., has opened a store here. He will carry a line of books, beside one or two other lines that the wants of the locality seem to warrant.

SAN José, CAL.—A certificate of copartnership of Anna M. Maynard, of San José, and Francis X. Maynard, of San Francisco, who are associated in business in San José, Cal., under the firm name of Maynard's Book and Stationery Store, was filed last week.

STROH, INDIANA.—Jay C. Allen is adding a stock of books, magazines, etc., to his drug and stationery line.

TORONTO, ONT.—The necessity for larger quarters occasioned by the rapid development of the business of Cassell & Co., in Canada, has led to the purchase by that firm of the premises at 44 Adelaide Street West, to which they will remove in April. This move is also to a certain extent in anticipation of largely increased business in 1912.

WAVERLY, KANSAS.-J. F. Mathis, after being out of business for several years, has purchased his former stock of drugs, books and stationery from A. J. Scofield & Company.

VISITING BUYERS—NEW YORK CITY.

Mr. Townsend, representing Smith Bros. Co., of Ridgeway, Pa.

H. B. Runyan, representing the Boston Store, Chicago, Ill.

P. V. Thorn, representing the Pike News Co., Clarksburg, W. Va.

H. Lapham, representing the A. C. Mc-Clurg & Co., of Chicago.

Miss Ethel Gates, representing the Stewart

Dry Goods Co., of Louisville, Ky.
I. F. Joy, from Frank A. Empsall Co., of
Watertown, N. Y., left town Tuesday.

Charles A. Cock, of the Howard & Barber Co., Derby, Conn., was in the city this week. J. H. Round, representing J. M. Hartley &

Son, of Fairmont, W. Va., is stopping at the Navarre.

Mr. Muth, of A. E. Muth, Yonkers, N. Y. Higgins, representing the Boston Store, Milwaukee, Wis.

Miss Belle Morris, representing the Palais Royal, Washington, D. C., left the Grand Hotel, Wednesday.

M. D. Loewus, representing I. Friemuth, Duluth, Minn., has been stopping in the city with relatives. He left February 22.

PICK-UPS.

WORK OF THE EDITOR.

'Most anyone can be an editor. All an editor has to do is to sit at his desk six days in the week, four weeks of the month and twelve months in the year, and "edit" such stuff as this:

opener slip last week and cut herself in the pantry."

"John Doe climbed on the roof of his house last week, looking for a leak, and fell, striking himself on the back porch."

While Harold Green was escorting Miss Violet Wise home from a church social last Saturday night a savage dog attacked them and bit Mr. Green on the public square."
"Isaiah Trimmer, of Lebanon, was playing

with a cat last Friday when it scratched him on the veranda."

"Mr. White, while harnessing a bronco last Saturday was kicked just south of the corncrib."-Fourth Estate.

AUCTION SALES.

FEBRUARY 27, 2:30 P.M.—Rare American history, genealogies, broadsides, etc.—Freeman.

FEBRUARY 27, 8:15 P.M.—Rare books, prints and autographs, including historic papers formerly belonging to Gov. John S. Robinson, of Vermont.—G. H. Richmond Lit. Co.

FEBRUARY 27, 28, 29, 2:30 P.M., AND FEBRUARY 27, 28, 8:15 P.M.—Library of the late Captain J. F. Hinckley, of St. Louis, with some additions from other collections.—Anderson.

FEBRUARY 28, 2:30 P.M. - Miscellaneous books. - Merwin-Clayton.

FEBRUARY 29 AND MARCH I, 8 P.M.-Modern paintings and water colors by Dutch, French and American artists; the property of Julius Oehme.—Anderson.

MARCH I, 2, 2:30 P.M.—Valuable private library.-Freeman.

MARCH 4, 5, 2:30 P.M.—Selections from the library of the late Lieut. Edward W. Very, together with other properties.—Merwin-Clayton.

Weekly Record of New Publications

The entry is transcribed from title page when the book is sent by publisher for record. Books received, unless of minor importance, are given descriptive annotation. Prices are added except when not supplied by publisher or obtainable only on specific request. The abbreviations are usually self-explanatory. c. indicates that the book is copyrighted; if the copyright date differs from the imprint date, the year of copyright is added. Where not specified the binding is cloth.

A colon after initial designates the most usual given name, as: A: Augustus; B: Benjamin; C: Charles; D: David; E: Edward; F: Frederick; G: George; H: Henry; I: Isaac; I: John; L: Louis; N: Nicholas; P: Peter; R: Richard; S: Samuel; T: Thomas; W: William.

Sizes are indicated as follows: F. (folio: over 30 centimeters high); Q. (4to: under 30 cm.); O. (8vo: 25 cm.); D. (12mo: 20 cm.); S. (15mo: 17½ cm.); T. (24mo: 15 cm.); Tl. (32mo: 12½ cm.); Fe. (48mo: 10 cm.). Sq., obl., nar., designate square, oblong, narrow. For books not received sizes are given in Roman numerals, 4°, 8°, etc.

- Abérdeen, Isabel Maria, Countess of. International council of women. N. Y., Dodd, Mead, '11. 466 p. 8°, 75 c. n.
- Abhedânanda, Swâmi. Great saviors of the world. N Y., Vedânta Soc., [135 W. 80th St.,] pls. 12°, \$1.
- Adams, Oscar Fay. Dear old story tellers. New ed. Bost., Lothrop, L. & S., '11. c. 209 p. il. 12°, \$1.
- Alden, Isabella Macdonald, [Mrs. Gustavus R. Alden, "Pansy," pseud.] Three people. Popular ed. Bost., Lothrop, L. & S., 'II. c. 412 p. 16°, 50 c.

Tip Lewis and his lamp. Popular ed. Bost., Lothrop, L. & S., '11. c. 360 p. 16°, 50 C.

- Allan, W:, D.D. The Christian teaching of coin mottoes. N. Y., E. S. Gorham, '11. 184 p. 12°, \$1.25 n.
- American Academy of Political and Social Science, Philadelphia. Commission government in American cities. Phil., Am. Acad. of Pol. Sci., '11. 300 p. 8°, (Annals.) \$1.50; pap., \$1.
- Ames, Edg. Willey, ed. Readings in American history. 2 v.; with biographies and explanatory notes. N. Y., C: E. Merrill, '11. c. 167; 134 p. pors. 12°, ea., 25 c.
- Arey, Alb. Llewellyn, and others. Physiography for high schools. Bost., Heath, 'II. c. 6+438 p. (4 p. bibl.) il. col. pls. maps, diagrs., 8°, \$1.25.

Atkinson, Eleanor. Greyfriars Bobby. N. Y., Harper, '12. c. 291 p. D. \$1.20 n.
Story of the famous Skye terrier known as Greyfriars Bobby, because after his master, an old shepherd died and was buried in Greyfriars churchyard, Edinburgh, the little dog slept every night on his grave and could not be driven off. Baroness Burdett-Coutts had a fountain put up to the dog's memory.

Bacon, B: Wisner. Jesus the Son of God; or, primitive Christology; three essays and a

discussion. New Haven, Ct., Yale Univ., 'II. IOI p. O. \$1.25 n.
By Buckingham professor of New Testament criticism and interpretation, Yale University. Designed to exhibit the course of development of the doctrine of divinity of Christ in its earliest stages.

Baring, Maurice. The Russian people; with 4 maps. N. Y., Doran. 19+366 p. O. \$3.50 n. Author was for years in British diplomatic service, resigning to become war correspondent for the London Morning Post, in Manchuria, and since then acting as their special correspondent in Russia. He has had unusual opportunities for studying the people and believes in their great future. He shows how in

spite of their weakness they are gradually overcoming their strong oppressors, their present struggle against bureaucratic government being a proof of this. Index.

artlett, F: Orin. The guardian; with a front. by N. C. Wyeth. Bost., Small, May-Bartlett, F:

nard, c. 470 p. D. \$1.35 n.

By author of "Prodigal pro tem." Scene is laid in Maine woods. Gene and Nat Page both love the same girl, Julia Moulton, whose imagination has been fired by Gene's tales of what he will do when he goes to sea. The night before he starts for a trip to Rio they become engaged, Gene insisting that it must be a secret. Instead of sailing he stays in the city, marries another woman, deserts her, and returning home marries Julie. Nat tries to make a man of his brother, and the rest of the book tells of his failure and how his own happiness was finally attained.

- Bennett, C: Edn., and Bristol, G: Prentice. The teaching of Latin and Greek in the secondary school. New ed. N. Y., Longmans, '11. c. 16+336 p. map, 8°, (Am. teachers ser.; ed. by J. E. Russell.) \$1.50 n.
- Benson, Rev. Rob. Hugh. The dawn of all. St. Louis, Herder, '11. c. 3+423 p. 12°, \$1.50.
- Bjornson, Bjornstjerne. When the new wine blooms; tr. from the Danish-Norwegian by Lee M. Hollander. [Bost., Badger,] 'II. c. 80 p. 8°, (Poet lore plays ser.) \$1.50 n.
- Boyd, Mary Stuart. The Fortunate Isles; life and travel in Majorca, Minorca, and Iviza; with 8 il. in colour and 52 pen drawings by A. S. Boyd. N. Y., Stokes, '11. 11+339 p. O. \$3.50 n.

Author spent a winter in the Balearic Islands, keeping house and learning much of these little visited Spanish isles and their inhabitants. She tells of the beauties of scenery and buildings, and the picturesque customs still in vogue. Index.

Brebner, Percy Ja., ["Christian Lys," pseud.] The light that lures. N. Y., H. K. Fly Co., ['11.] c. 319 p. col. pls. 12°, \$1.50.

Brett, Rev. Jesse. Love's ascent; considerations of some degrees of spiritual attainment. N. Y., Longmans, '12. 6+224 p. front. D. \$1.20 n.

Attempts to maintain the truth of spiritual life, and to give encouragement in those ways of true devotion by which it is developed. Author is chaplain of All Saints' Hospital, Eastbourne, Eng.

Broster, D. K., and Taylor, G. W. Chante-merle; a romance of the Vendean War. N. Y., Brentano's, '11. 8+528 p. D. \$1.35 n.

Chantemerle, a young French noble, finds himself, in spite of his better judgment, at the head of one of the small armies in La Vendee, the last stand of the monarchy against the Revolution. He is betrothed to a girl, who is loved by and who returns the love of his cousin. Chantemerle learns this, and for a long time tries to hate his cousin. He finally triumphs over this feeling and dies a hero's death. Broughton, Len Gaston, D.D. Prayers of Jesus. N. Y., Doran. 215 p. 12°, 75 c. n., bxd.

Buckelew, F. M. Buckelew, the Indian captive; or, the life story of F. M. Buckelew while a captive among the Lipan Indians in the western wilds of frontier Texas, as related by himself; written by S. E. Banta. Bluff, Tex., The Author, '11. c. 112 p. pors. 12°, 50 c.

Butler, G. P. Echoes of Petrarch: sonnets of love and interludes. Chic., R. F. Seymour Co., '11. c. 72 p. 16°, \$1.25.

Cabot, W: Brooks. In northern Labrador; with many il. from photographs. Bost., Badger, c. 12+202 p. O. \$2.50 p.

Badger. c. 12+292 p. O. \$2.50 n.

Author has travelled over some thousands of miles of the interior of Labrador, his experiences extending over a period of twelve years, during which he has come in close contact with the Indians on their own ground and learned their language.

Cahalane, Cornelius Fs., and others, comps. Police duty; a course of study for policemen everywhere; comp. from studies prepared for the New York City Police School for Recruits. N. Y., Chief Pub., [45 Centre St.,] '12. c. 220 p. pls. 8°, \$1.75.

Cajori, Florian. Notes on the history of geometry and algebra. Bost., Heath, '11. c. 25 p. il. pls. 8°, pap., 10 c.

Carlton, Fk. Tracy. The history and problems of organized labor. Bost., Heath, '11. c. 11+483 p. 12°, \$2.

Carmen, Bliss. Painter's holiday, and other poems. N. Y., F. F. Sherman, '11. il. pls. \$5, bxd. (150 copies.)

Carus, Paul. The Buddha; a drama in three acts and four interludes. Chic., Open Court, '11. 4+68 p. 12°, pap., 50 c. n.

Caspar's American interpreter; an unerring adviser for German immigrants and German-Americans to learn the English language. 71st ed. Milwaukee, Wis., C. N. Carpar Co., '11. 380 p. 18°, 50 c.

Cavaness, Ja. Mulloy. Rhythmic studies of the Word. Cin., Jennings & G., '11. c. 120 p. D. bds., \$1.

Chadwick, Rev. W: E: Christ and every day life. N. Y., Doran. 9+203 p. 12°, (Preachers of to-day ser.; ed. by Rev. J. Stuart Holden.) \$1.25 n.

Charbonniéras, Jeanne. Un bal manqué; a play. N. Y., Jenkins, '11. c. 33 p. 12°, (Theatre pour la jeunesse ser.) pap., 25 c.

Churton, Bp. E: Townson. The blessed mother. Milwaukee, Wis., Young Churchman. 40 c.

Clifford, Fred H. By the ember glow; reverie verses. Bangor, Me., F. H. Clifford, '11. 24 p. S. bds., 35 c.

Cooper, Ja. Fenimore. The spy; a tale of the neutral ground; ed., with introd. and notes, by C: Swain Thomas. Bost., Houghton Mifflin. c. 22+434 p. por. 12°, (Riverside literature ser.) 50 c. n.

Cornman, Oliver Perry, and Gerson, Oscar. A brief topical survey of United States history. Bost., Heath, '11. c. 8+187+46+8 p. il. maps, 12°, 60 c.

Coward, E: Fales. King Stephen; an historical drama in seven tableaux; completed from John Keats' fragment. N. Y., W. A. Burrows, 80 Broadway, '12. c. 44 p. S. 50 c.; pap., 25 c.

Croker, Mrs. Beatrice M. Sheppard, [Mrs. J: Croker.] A rolling stone. N. Y., Brentano's,

'12. 6+312 p. D. \$1.35 n.

Owen St. John Willoughby FitzGibbon Wynyard, nephew and heir to Sir Richard Wynyard, has spent his twenty-six years having a good time, when his uncle says he must earn his living for two years or be disinherited. At his sister's suggestion he becomes chauffeur to two maiden ladies, who have a charming niece, with whom he falls desperately in love. Until his period of probation is over he cannot win the girl, and much happens in the interim which is brightly and entertainingly told.

Curtis, Mrs. Isabel Gordon. The woman from Wolverton; a story of Washington life. N. Y., Century Co., '12. c. 342 p. D. \$1.25 n. Homely chronicle of the wife and mother, whose husband is elected to Congress from a far-western State. In humorous and picturesque fashion she sets forth, day by day, the family experiences, the bidding good-bye to the home folks, the little adventures of the trip East, the scarch for the new home in Washington, the bewildering variety and strangeness of the new life, its social problems, its snubs and little triumphs, the political fights in which she helps her husband with her moral strength and common sense.

Cuthell, Mrs. Edith E. An imperial victim; Marie Louise, Archduchess of Austria, Empress of the French, Duchess of Parma; with 34 il., including 2 photogravure frontispieces. In 2 v. N. Y., Brentano's, '11. 400; 393 p. 8°, \$6 n.

Daingerfield, Elliott. George Inness, the man and his art. Limited ed. N. Y., F. F. Sherman, '11. c. 55 p. pls. 4°, bds., \$5 n., bxd. (250 copies.)

Daniel, J: Warwick. Speeches and orations; comp. by E: M. Daniel. Lynchburg, Va., J. P. Bell Co., '11. c. 188 p. 8°, \$3.50; mor., \$6; full lev., \$9.

Dante Alighieri. Dante's divine commedia. v. 2; ed. by C. H. Grandgent. Bost., Heath, '11. c. 4+297 p. 12°, (Heath's modern language ser.) \$1.25 n.

D'Auvergne, Edm. B. The Coburgs; the story of a princely house. N. Y., Pott, '11. c. 340 p. 8°, \$3.50 n.

Davis, J: Wa., and Julien, Fanny. Sea-Brownie reader for second year classes. In 2 pts. Bost., Heath. ea., 40 c. n.

Dawson, Mary, and Telford, Emma Paddock.
The book of frolics for all occasions. N.Y.,
W: Rickey & Co., '11. c. 8+235 p. D. \$1 n.
Describes for the hostess games, luncheons, entertainments, sociables and celebrations for all occasions and special days.

Dearmer, Rev. Percy. Server's handbook. Rev. and enl. ed. Milwaukee, Wis., Young Churchman. 40 c.

- Dodgson, C: Lutwidge, ["Lewis Carroll," pseud.] Alice's adventures in Wonderland. N. Y., C: E. Merrill, '11. c. 187 p. il. 12°, (Merrill's story books.) 30 c.
- Dreiser, Thdr. Sister Carrie. N. Y., Harper, '12. c. '00. 557 p. D. \$1.35 n. Formerly published by Doubleday, Page & Co.
- N. Y., C: E. Merrill, '11. c. 507 p. pors. diagrs., 12°, \$1.10.
- Ecclesiastes, or the preacher. Bost., Houghton Mifflin, '11. c. 36 p. 12°, bds., \$7.50 n.
- Enelow, Hyman Gerson, i.e., Hillel Hyman Gerson. Aspects of the Bible. Louisville, Ky., [The Author, 1258 Willow Ave.,] '11.
- 90 p. 12°, 75 c. n.
 Four addresses contained in this booklet were delivered at the Sunday morning services of Temple Adath Israel, during the month of April, 1911, in honor of the tercentenary of King James version of the English Bible.
- Fairchild Sons, comps. Fairchild cemetery manual; a reliable guide to the cemeteries of Greater New York and vicinity. N. Y., Fairchild Sons, 702 Fulton St., '10. c. 296 p. D. \$1.50; pap., \$1.
- Ferriman, Z. Duckett. Turkey and the Turks. N. Y., Pott, '11. c. 334 p. il. 8°, \$3 n., bxd.
- Filippi, Rosina. Hints to speakers and players. N. Y., Longmans, '11. \$1 n.
- Fitchett, W: H: The great duke. 2 v. N. Y., Scribner, '11. 20+371; 6+404 p. pors. D.
- Gives history of the twenty-four years of Wellington's active career as a soldier. First eight years runs from 1787, when he was gazetted an ensign in the 73rd, to his return from Holland in 1795; second eight years was passed in India, 1797-1805; the third period of eight years takes in the Peninsula War and ends with Waterloo. Index.
- Forest, A. S. Tour through old Provence. N. Y., Pott, '11, c. 288 p. il. \$2 n., bxd.
- Freytag, Gustav. Das nest der Zaunkonige; ed., with introd. and notes, by E. C. Roeder. Bost., Heath, '12. c. 293 p. il. 12°, (Heath's modern language ser.) 65 c. n.
- The great gay road. N. Y., Gallon, Tom.
- Brentano's. 316 p. D. \$1.35 n.

 Hero is a disgraced gentleman who takes to the life of a tramp. He imposes on some fine, simple people, who believe he is a relative, falls in love with the niece, and realizing his baseness leaves them and goes back to his care-free life on the road.
- The complete works of Henry George. 10 v. [Library ed.] Garden City, N. Y., Doubleday, Page, '11. pors. 8°, \$15 n.
- Gilbert, H: Franklin Belknap. King Arthur's knights; the tales retold for boys and girls; with 16 il. in colour by Wa. Crane. N. Y., Stokes, '11. 11+367 p. O. \$2.50 n.
- Gilbert, Levi. Dynamic Christianity. N. Y.,
- Eaton & M. c. 403 p. O. \$1.50 n.

 Book is written under conviction that the mystical element in Christianity has been too much neglected of late, and that there must be a return to a recognition that the religion of Christ depends for its effection tiveness and triumph upon a divine supernatural power, defying all naturalistic explanations. Index.

- Greenslet, Ferris. Walter Pater. Bost. Houghton Mifflin, '11. c. 163 p. por. 12°, 75 c. n.
- Harman, H: E. Dreams of yesterday; [poems.] Columbia, S. C., State Co., '11. c. 110 p. il. O. \$1.50.
- Harper, Jos. H: The house of Harper; a century of publishing in Franklin Square. N. Y.,
- tury of publishing in Franklin Square. N. Y., Harper, '12. c. 689 p. pors. O. \$3 n.

 Author is grandson of one of the founders of the publishing house. Gives history, furnishes a picture of early New York life, the beginnings of American literature, the great spread of Methodism in America. and inside views of several momentous political campaigns. There are many anecdotes and personal reminiscences of Dickens, Thackeray, Charles Reade, Wilkie Collins, William Black, Abbey, Sargent, Mark Twain, Thomas Nast, and a host of others. Index.
- Harris, Amanda Bartlett. Pleasant authors for young folks. New ed. Bost., Lothrop, L. & S., '11. c. 188 p il. 12°, \$1.
- Harte, Bret, i.e., Fs. Bret. His letter and her last letter. New ed. Bost., Houghton Mifflin, '11. c. 48+100 p. col. il. leath., \$2.50 n.
- Haskin, Frederic J. The American government; il. from photographs taken especially for this edition by Barney M. Clinedinst. Phil., Lippincott, '12. c. '11-'12. 17+398 p. O. \$1 n.
- Comprehensive review of actual work of the federal government. Each department is described with its activities. The Smithsonian Institution, insular possessions, Panama Canal, Library of Congress, etc., are also treated of.
- Hawthorne, Nathaniel. Marble faun; or, the romance of Monte Beni. Bost., Houghton Mifflin, '11. c. 527 p. \$1.50; limp leath., \$2.
 - Scarlet letter. Bost., Houghton Mifflin, '11. 312 p. il. 8°, \$1.50; limp leath., \$2.
- Hayes, J: Russell. Old Quaker meetinghouses. Phil., Biddle Press, '11. 230 p. il. 8°, \$1 n.
- Hearn, Lafcadio. Leaves from the diary of an impressionist; early writings, with an introd., by Ferris Greenslet. Bost., Houghton Mifflin, '11. c. 179 p. facsims., 12°, \$4.50 n.
- Heinemann, Paul G. A laboratory guide in bacteriology. 2d ed. Chic., Univ. of Chic., '11. 216 p. il. pls. 12°, \$1.50 n.
- "Hellespont," pseud. Complete auction bridge. Phil., Lippincott, '11. 207 p. 12°, \$1.25 n.
- Henson, Matthew A. A negro explorer at the North Pole; with a foreword by Rob. E. Peary and an introd. by Booker T. Wash-
- ington; with il. from photographs. N. Y., Stokes, '12. c. 20+200 p. D. \$1 n.

 Author has been with Rear-Admiral Peary since 1888. He began life as a cabin-boy, and since has learned blacksmithing, carpentering and other things which made him most useful on the various polar expeditions. He gives an interesting account of the successful expedition, with sidelights on Eskimo life and customs. and customs.
- Hicks, F: C: Competitive and monopoly price; a criticism of current theory with special reference to its bearing upon the trust problem. Cin., Univ. of Cin., '11. c. 39 p. O. (Univ. of Cin. studies.) pap., 40 c.

- Holbrook, Florence. Poetry for schools. 3 v. N. Y., C: E. Merrill, '11. c. 67; 84; 107 p. pls. 12°, ea., 20 c.
- Holbrook, R: Thayer. Portraits of Dante: from Giotto to Raffael: a critical study, with a concise iconography, by R: Thayer Holbrook; il. after the orig. portraits. Bost., Houghton Mifflin, '11. c. 264 p. il. (partly in col.) pls. 4°, bds., \$6.50 n.
- Holmes, Rev. E. E. The meaning of the months; il, in color by Isabel Honus. Milwaukee, Wis., Young Churchman. parchment, 60 c.
- Hornblow, Arth. Bought and paid for; a story of to-day from the play of George Broadhurst; il. from scenes in the play. N. Y.,
- Dillingham. c. 339 p. D. \$1.25 n.

 Robert Stafford, millionaire, marries Virginia
 Blaine, a poor telephone girl. Neither loves the
 other at first, but affection soon springs up, and all
 is well until Stafford repeatedly comes home intoxicated and insists that his wife submit to his caresses because he has bought and paid for her. She leaves him, refusing to return until he gives up drink. After a tragic three months they are reunited with their happiness on a firm foundation.
- Horne, Herman Harrell. Free will and human responsibility; a philosophical argument. N. Y., Macmillan, '12. c. 16+197 p. (4 p.
- N. Y., Macmillan, 12. c. 10+197 p. (4 p. bibl.) D. \$1.50 n.

 Professor of history of education and history and philosophy, New York University, discusses question of whether fate of man rests all with himself or not. Subject is treated under following heads: Analagous issues; Historical sketch of issue; Issue, with preliminary remarks; Arguments for determinism; Rebuttal of these arguments; Arguments for free will; Pragmatism and freedom; The difference it makes. Index.
- Horstmann, H: C., and Tousley, Victor Hugo.

 Modern wiring diagrams and descriptions;
 a handbook of practical diagrams and information for electrical construction work, showing at a glance all that ordinary electrical workers need and nothing that they do not need. 3d ed., rev. and enl. Chic., Drake, '11. c. 293 p. il. diagrs., 16°, \$1.50.
- Hülchof, J: L. Manual for teaching German; deutches lesebuch; erster teil; handbuch für den deutschen unterricht. N. Y., Jenkins, 'II. c. 14+48 p. 12°, 35 c.
- Hunt, Chillingham. The deathless soul; commonsense reasons for believing in existence after death. Milwaukee, Wis., Young Churchman. parchment, 40 c.; uncut, 60 c.
- Hutton, J: Alex. Fear of things. N. Y., Doran. 11+204 p. 12°, (Preachers of to-day ser.) \$1.25 n.
- Ingraham, Alex. Miller. Judicious bank advertising; or, methods of procuring new accounts and other profitable business. Cleveland, O., A. M. Ingraham, '11. c. 100 p. S. bds., 50 c.
- Ingram, Eleanor Marie. From the car behind; with il. in color by Ja. Montgomery Flagg. Phil., Lippincott, '12. c. '11-'12. 306 p. D.
- \$1.25 n.

 Allan Gerard, automobile manufacturer and racer, is hit by a wrench thrown from a car racing behind

- him, is stunned, loses control of the car and badly hurt in the wreck. Every one supposes that young Corrie Rose hurled the wrench. He takes the blame, and, what hurts more, the contempt of his father. After a year, during which Gerard and Corrie work together, the affair is cleared up and all ends happily. Love story adds to interest, as do several exciting races.
- International Reform Bureau, Washington, D. C. Patriotic studies of a quartery century of moral legislation in Congress for men's leagues, young people's societies and civic clubs; including extracts from bills, acts and documents of U. S. Congress, relating to moral and social reforms, 1888-1911; ed. by Rev. Wilbur F. Crafts. Wash., D. C., Int. Reform Bu. 294-128 p. il. pors. facsims., O. \$1.
- Isola, Antonia. Simple Italian cookery. N. Y., Harper, '12. c. 67 p. S. 50 c. n. Compiled by an American who has lived much in Rome. Gives receipts for preparing macaroni, rice, soups, eggs, sauces, meats, fish, vegetables, salads,
- Index.
- Jebb, R: The Imperial Conference; a history and study. 2 v. N. Y., Longmans, '11. c. pl. map, 8°, \$10 n.
- Jesperson, Otto. Growth and structure of the English language; awarded the Volney prize of the Institute de France, 1906. 2d ed., rev. N. Y., Stechert, '12. 4+259 p. D. \$1.25 n.
- Job, Herb. Keightley. The sport of bird-study; a book for young or active people. 2d ed., rev.; profusely il. with photographs from life by the author. N. Y., Outing Pub., [141-145 W. 36th St.,] '11. c. '08. 9-13+284+ 4 p. front. pls. O. \$1.50 n. For notice of first edition, sec Annual American
- catalog, 1908.
- Kenilworth, Wa. Winston. The life of the soul. N. Y., Fenno, '11. c. 261 p. 12°, \$1.
- Kobbé, Gustav. A tribute to the dog; including the famous tribute by Senator Vest. 2d ed. N. Y., Stokes. c. '10-'11. 28 p. D. bds.,
- 35 c. n.
 Quotes in full George Graham Vest's speech to the jury sitting on a damage suit brought for the killing of a dog. Also gives some account of the case and of Senator Vest.
- Lee, Alice Louise. Cap'n Joe's sister; with a front. in colors by Arth. Hutchins. N. Y.,
- Stokes. c. 251 p. D. \$1 n.

 Story of fisher folk on Muskegus Island, Maine.
 Cap'n Joe is the sentimental, lovable skipper of the mail packet; Maria is his sister, who is his house-keeper, brains, conscience and energy. Plot involves the attempt of some sharpers to get the best of the islanders, and Maria's love story as well as the cap'n's humorous courting.
- Level, Maurice. The grip of fear. N. Y., Kennerley, '11. c. 281 p. front. 12°, \$1.20 n.
- ewis, Austin. The militant proletariat. Chic., C: H. Kerr & Co., '11. c. 183 p. 12°, Lewis, Austin. 50 C.
- Contents: Socialism and the proletariat; The militant proletariat; What is a union?; Politics.
- Lisle, D: A painter of souls. N. Y., Stokes.
- 301 p. D. \$1.25 n.
 Rome and its fashionable set is the background against which the character of Miles Dering, an Irish artist, is thrown into strong relief. He prides him-

self on painting people as they really are, not as they would like to be. Dering falls in love with a girl whom he idealizes, but who is far short of being all he believes her, and whose love for him lifts her out of the sordid struggle for wealth and position and brings her to his level.

Livingston, Luther S., comp. American book prices current; a record of books, manuscripts, and autographs sold at auction in New York, Boston, and Philadelphia, from September 1, 1911, with the prices realized; compiled from the auctioneers' catalogues under the editorial direction of Luther S. Livingston. [v. 17.] N. Y., Dodd & Livingston, '11. 19+893 p. O. \$6 n.; large pap. ed., \$15 n.

Records 13,626 lots selected from over 109,000 scribed in auction catalogues. Preface deals with described in auction catalogues. Preface deals with notable sales of the year, chief among which is the Hoe sale. Work is made up of a chronological list of sales reported in it, book-prices current and autographs and manuscripts

Lolièe, Frédéric Auguste. Prince Talleyrand. N. Y., Brentano's, '11. 416 p. il. pls. 8°, \$3.50 n.

Lutz, Mrs. Grace Livingston Hill. The mystery of Mary; with a front. by Anna W. Speakman. Phil., Lippincott, '12. c. '10-'12. 202 p. D. \$1 n.

Hero, to save time, walks along the railroad track after alighting at the station. He is overtaken by a lovely girl, hatless and coatless, who asks his protection from mysterious pursuers and a threatened evil she refuses to explain. Dunham befriends her, gives her money and sees her off to Chicago without learning anything except that her name is Mary. Her further adventures, what the mystery was and how further adventures, what the mystery was and how Dunham finds her again make up the story.

Macdonald, Anne. The Italian fairy book; 100 il. by Morris Meredith Williams. N. Y., Stokes, 11+403 p. O. \$1.50.

MacKaye, Percy Wallace. Yankee fantasies; five one-act plays. N. Y., Duffield, '12. c. 14+165 p. D. \$1.25 n.

Contents: Chuck; Gettysburg; The antick; The cathod: Sam Average.

boat; Sam Average.

Macmillan, Donald, D.D. A short history of the Scottish people. N. Y., Doran. 20+ 484 p. O. \$3 n.

After tracing the amalgamation of the races originally inhabiting Scotland, author shows how the people thus formed into a nation developed those features of a religious, political and personal nature, which have given them a character all their own. Index.

Magoun, Jean Bartholow. The light. N. Y., Kennerley, '11. c. 7-63 p. 16°, bds., 50 c. n.

The workers are few; Manna, Rev. Paolo. reflections upon vocation to the foreign missions; tr. from the Italian by Rev. Jos. F. McGlinchey. Bost., Soc. for the Propagation of the Faith, '11. c. 8+221 p. pls. pors. 12°,

Martin, Mrs. Helen Reimensnyder. The fighting doctor. N. Y., Century Co., '12. c. 242 p. S. \$1 n.

By author of "Tillie: a Mennonite maid." Dr. corpe begins practice in a Pennsylvania Dutch vil-Inorpe begins practice in a Fennsylvania Duten village. Being a public-spirited man, he takes a hand in town affairs and works for local improvements. This brings him in conflict with the district boss and there is war to the knife, complicated by the fact that the doctor falls in love with the boss's pretty niece, whom he succeds in winning in spite of her uncle.

Meader, J: R., ["Graham Hood," pseud.] The

ten laws of success. Detroit, Mich., Business Man's Pub., 'II. c. 160 p. D. \$1.

Codifies the ethical statutes relating to a material getting-on in the world. Ten laws are those of integrity, initiative, concentration, attention, faith, self-reliance, courage, economy, temperance, and company reliance, courage, economy, temperance and compen-

Meany, Edn. Stephen. Mountain camp fires; [poems.] Seattle, Wash., Lowman & Hanford Co., '11. c. 90 p. 16°, hf. cl., \$1 n.

Molière, Jean Baptiste Poquelin de. Le médecin malgré lui; ed., with notes and vocab., by L. R. Hawkins. Bost., Heath, '12. c. 81 p. 12°, (Heath's modern language ser.)

Les femmes savantes (the learned ladies); tr. by Curtis Hidden Page. N. Y., Putnam, '12. c. '08. 111 p. D. \$1.

Montgomery, D: H: The leading facts of English history. Rev. ed. Bost., Ginn. c. '87-'12. i8+444+69 p. il. por. maps, D. (Leading facts of history ser.) \$1.20.

Morris, C: A history of the United States of America, its people and its institutions; with maps and illustrations. Phil., Lippincott, '11. c. 13+11-602 p. 12°, \$1 n.

Morse, Harry W. Storage batteries; the chemistry and physics of the lead accumulator. N. Y., Macmillan, '12. c. 5+263 p. figs. D. \$1.50 n.

Author is assistant professor of physics, Harvard University.

Mower, H: S. Reminiscences of a hotel man of forty years' service. Bost., [Worcester Pr., Old South Bldg.] c. 159 p. D. \$1.

Murray, J: Ogden. The immortal six hundred; a story of cruelty to Confederate prisoners of war; by one of the six hundred. Roanoke, Va., Stone Pr. and Mfg., '11. 3-355

p. pors. 12°, \$1.50 n.
Contains diary kept by Capt. A. M. Bedford, Third Missouri Cavalry, Aug. 20, 1864-June 5, 1865; list of the immortals, and account by Maj. Murray of imprisonment on Morris Island, S. C., and Fort Pulaski,

Nixon, Paul. Roman wit. Bost., Houghton Mifflin, '11. c. 119 p. 12°, \$1 n.

Oliver, Edn. Austin. Remnant rhymes. Yonkers, N. Y., Yonkers Pub., '11. c. 167 p. 12°,

Omar Khayyám. The Rubáiyát of Omar Khayyam, the astronomer-poet of Persia; rendered into English verse by E: FitzGerald; il. with drawings by Isabel Flawxhurst Hall. N. Y., A. Harriman Co., '11. c. no paging, F. \$3.50 n., bxd.

Printed in sepia ink, brown being the color of binding and illustrations also. There are many illustrations, every second page being a full-page plate, depicting the young artist's rather original conception of the verses.

Pérez Galdós, Benito. The grandfather (drama) in five acts); tr. from the Spanish by Eliz. Wallace. [Bost., Badger,] c. '10. 161-256 p. 4°, (Poet lore plays ser.) \$1.50 n.

- Popular Mechanics, Chicago. Amateur mechanics; a book for old and young who like to make things; repr. from Popular Me-chanics. v. 1-3. Chic., Popular Mechanics, '11. c. il. diagrs., 8°, ea., pap., 25 c. With "Mechanics for young America" in portfolio entitled "700 things a bright boy can make." \$1.
- Preyer, D: C. The art of the Berlin Galleries; giving a history of the Kaiser Friedrich Museum with a critical description of the paintings therein contained; together with a brief account of the National Gallery of XIX Century Art. Bost., L. C. Page, '12. c.
- 16+324 p. pls. D. \$2 n., bxd.
 Survey of works of painters from beginning of fourteenth century to and including those of the eighteenth century, which are contained in Kaiser Friedrich Museum, and of nineteerth century painters in National Callery Index. Index. in National Gallery.
- Railway Signal Association. Index to signal literature. v. 1, 1910. Bethlehem, Pa., Railway Signal Assn., '11. 187 p. 8°, \$1.50.
- Read, G: H. The last cruise of the Saginaw; with il. from sketches by Lieutenant Commander (afterwards Rear-Admiral) Sicard and from contemporary photographs. Bost.,
- and from contemporary photographs. Bost., Houghton Mifflin, '12. c. 14+127 p. D. \$1 n. In February, 1870, U. S. S. "Saginaw" sailed from San Francisco for the Midway Islands, there to prepare a coaling station for the Pacific Mail Company. Work was carried on for six months, when they started for home, only to be wrecked on a coral reef two days later. On Ocean Island inside the reef they remained for sixty-seven days, being rescued then by a steamer sent by one of their comrades, the only survivor of a party of five who set out in a small gig upon a one thousand mile journey for succor who survived. Author was an officer on the "Saginaw."
- Reynolds, Arth. The churchman's guide. N. Y., Pitman, '11. 335 p. 12°, \$1.50.
- Rexford, Eben Eug. Amateur gardencraft; a book for the home-maker and garden-lover; with 34 illustrations. Phil., Lippincott, '12.
- C. 300 p. O. \$1.50 n.

 Gives instruction from actual practical experience for those who have no knowledge of how to make a garden. How to make a lawn, about vines, borders, bulbs, roses, dahlias, different kinds of beds, backyard gardens, wild gardens, work of different seasons, are some of the points discussed.
- Rhodes, J. E. Wynfield. Micropetrology for beginners; an introd. to the use of the microscope in the examination of thin sections of igneous rocks; with a preface by C. H. Sidebotham; with numerous orig. illustrations. N. Y., Longmans, '12. 15+126 p. D. 90 c. n.
- Robbins, Mabel Hotchkiss. Truant from Heaven.

1

- Bost., Badger. c. 139 p. D. \$1 n.
 Story of a little slum boy who goes to live with his narrow-minded aunt in the country. She believes he is a great sinner, and with best intentions makes him miserable until he is taken ill and she realizes her mistakes.
- Robinson, Canon C: H: Our bounden duty. N. Y., Longmans, '12. 7+171 p. D. 90 c. n. Sermons and addresses by Hon. Canon of Ripon, Eng. Contents: Duty of praise; Public worship; Permanence of human character; Memory; Four occasions of prayer in life of Jesus Christ; Practice of religion; Day of the cross; Age-long question; Power of God; Intercessory prayer for Christian missions; St. Paul's vision of Jesus Christ; Unconditional service.

- Romanes, Mrs. Ethel. What a Christian should believe, know and do; a very simple guide to faith and practice. Milwaukee, Wis., Young Churchman. il. 30 c.; bds., 20 c.
- Rosenthal, H: S. Building loan and savings associations; how to organize and successfully conduct them. 3d ed., rev. and enl. Cin., Am. Building Assn. News Co., 'II. c. 350 p. 4°, \$3.50.
- Rowland, Alfr., D.D. Exchanged crowns. N. Y., Doran. 11+205 p. 12°, (Preachers of to-day ser.) \$1.25 n.
- Ryder, Canon A. R. Priesthood of the laity; (comprising the Donnellan lectures originally delivered at Trinity College, Dublin.) N. Y., Doran. 15+286 p. 12°, \$1.50 n.
- Salomon, Ludwig. Die geschichte einer geige; ed. by R. Trombo, sr., and R. Trombo, jr. Bost., Heath, '11. c. 93 p. 12°, (Heath's modern language ser.) 25 c. n.
- Selbie, W: Boothby. Servant of God, and other sermons. N. Y., Doran. 7+299 p. 12°, \$1.50 n.
- Selections from Riverside literature for sixth grade reading. Bost., Houghton Mifflin, '11. c. 222 p. il. pls. (Riverside literature ser.)
- Selfe, Rose E., comp. A goodly fellowship; thoughts in verse and prose from many sources. N. Y., Longmans, 11. 7+294 p. il. pls. maps, leath., \$1 n.
- Shakespeare, W: Works. Tudor Shakespeare; ed. by W. Allan Neilson and Ashley Horace Thorndike. N. Y., Macmillan. c. il. 24°, ea., 25 c. n.; 35 c. n.; leath., 55 c. n. V. 8, The life of Henry the Eighth; ed. by C: G. Dunlap.
- Shaw, Rev. Dan. W. Should the negroes of the Methodist Episcopal Church be set apart in a church by themselves? N. Y., Eaton &
- M. c. 76 p. D. 35 c. n.

 Plea for negro bishops who shall be elected to the general superintendency of the Methodist Church and administer the colored conferences. Author is a negro and a Methodist minister.
- Shorter, Mrs. Dora Sigerson, [Mrs. Clement King Shorter.] Troubadour and other poems. N. Y., Doran. 7+94 p. 12°, pap., \$1.50 n.
- Sienkiewicz, Henryk. In desert and wilderness; tr. from the Polish by Max A. Drezmal. Bost, Little, Brown, 12. c. 452 p. D. \$1.25 n.
- Adventures of two children, girl and boy, who during the Mahdi's uprising against the British in the Soudan in 1884-5 were kidnapped and carried off into the desert. They are rescued by their fathers at last, but only after stirring experiences during which death threatens almost hourly.
- Slauson, Harold Whiting, ["Lawrence La Rue," pseud.] The motor boat, its selection, care and use. N. Y., Outing Pub., '11. c. '10. 216 p. D. (Outing handbooks.) 70 c.
- Sloan, Rev. Patrick J. With Christ, my friend. N. Y., Benziger, '12. c. 190 p. front. D. 75 c. n.

Slocum, Stephen Elmer, and Hancock, E: Lee. Text-book on the strength of materials. Rev. ed. Bost., Ginn, '11. c. 36+372 p. il. pls. diagrs., 8°, \$3.

Smith, W: Hawley. All the children of all the people; a study of the attempt to educate everybody. N. Y., Macmillan, '12. c.

cate everybody. N. Y., Macmillan, '12. c. 9+346 p. D. \$1.50 n.
Educating everybody in the United States is proving a superhuman task. Different nationalities, different mentalities, whether above or below the normal in all particulars or only in one, and a hundred other things go to the making of the difficulties. Author discusses all these phases and makes some helpful suggestions. He says "situation demands of our public schools that they fit all the children of all the people for all of the duties of life for which God has given them power." Index.

Smyth, Herb. Weir, ed. Harvard essays on classical subjects. Bost., Houghton Mifflin, '12. c. 12+284 p. pls. O. \$2.25 n. Contents: New criticism of Roman art. G: H. Chase; Notions of humanity among the Greeks, C: B. Gulick; Ancient letter-writer—Alciphron, C. N. Jackson; Greek and Roman ascetic tendencies, C. H. Moore; Some aspects of an ancient Roman city, M. H. Morgan; Plato and pragmatism, C: P. Parker; Ovid and the spirit of metamorphosis, C: P. Parker; Greek conceptions of immortality from Homer to Plato, H. W. Smyth. conceptions of H. W. Smyth.

Spurgeon, Rev. C: Haddon. Treasu David. 7 v. N. Y., Doran. 8°, \$7 n. Treasury of

Stevens, Horace Jared, comp. Copper handbook. v. 10, 1910-'11. Houghton, Mich., The Author, '11. c. 1902 p. 8°, \$5; mor., \$7.50.

Stranathan, May. The Huff case. Bost., Badger. c. 69 p. D. 75 c. n.
Story told by a boy who saw the farmer he lived with shoot the man his daughter wanted to marry. The boy tells the farmer's wife, but no one else, then he disappears, returning after seven years to find the man has been sent to prison for the crime.

Strindberg, Johan August. Frőken Julie; a tragedy of naturalism; tr. by C: Recht. Phil., Brown Bros. Bkstore, '12. c. 101 p. 8°, \$1 n.

Suder, H: Chicago public schools; manual of exercises in physical education; light gymnastics for elementary schools. Chic., Bd. of Educ. of Chic., '12. c. 214 p. il. 8°, 40 c.

The Chicago public schools; manual of gymnastics on apparatus for elementary schools. Chic., Bd. of Educ. of Chic., '11. c. 115 p. il. 8°, 40 c.

Sullivan, T: Russell. The heart of us; a novel. Bost., Houghton Mifflin, '12. c. 333 p. D. \$1.25 n.

Characters in this story of Boston forty years ago are taken from the aristocratic dwellers on Beacon Hill and the theatrical circle connected with one of the old play houses. Engaging love story runs through the book, in which a charming girl with "views" and a young banker and playwright are the chief actors.

Sunday School Commission of the Diocese of New York. Kindergarten lessons for church Sunday schools. Milwaukee, Wis., Young Churchman. c. il. pls. maps, 75 c.

Taylor, Bert Leston A line-o'-verse or two. Chic., Reilly & Britton Co., '11. c. 125 p. D. bds., 75 c.

A study of the paragraph. Thomas, Helen. N. Y., Am. Book Co. c. 125 p. D. 50 c. Author was formerly instructor in English, Lexington (Mass.) High School.

Thorpe, Wa. History of Wallingford, Vermont. Rutland, Vt., Tuttle Co., '11. c. 222 p. il. 8°, \$1.50 n.

To M. L. G.; or, he who passed. N. Y., Stokes. 338 p. D. \$1.25 n.

Story of an actress from the time of her neglected childhood until she has made a name for herself. She tells her experiences in her own words, for the man she loves, but whom she has sent from her because she had not the courage to tell him the kind of life she had led and would not marry him unless he knew. She sends forth the book hoping he will read, understand and return to her.

Trobridge, Mary E. Every-day cooking cards. Detroit, Mich., Everyday Cooking Card Co., [507 Ford Bldg.,] 'II. 20 p. F. \$1.50.

Novel cook book arranged to hang on the wall like a calendar. Thumb index at side; reverse of each leaf is left blank for other receipts. Hook and wire for hanging accompany each set of cards.

Tremearne, A. J. N. Niger and the Soudan. N. Y., Doran. 151 p. 8°, \$2 n. Niger and the west

Tryon, Ja. Libby. The Hague peace system in operation; cases decided by the Permanent Court of Arbitration; (repr. from the Yale Law Journal, Nov., 1911.) Bost., Mass. Peace Soc., '11. c. 23 p. 4°, pap., 25 c.

W., G. Songs of light and shade. Milwaukee, Wis., Young Churchman. 60 c.

Washburn, G: Fifty years in Constantinople, and recollections of Robert College. New Bost., Houghton Mifflin, 'II. c. 30+ 319 p. pors. 8°, \$3 n.

Watson, Bruce Mervellon, and White, C: E. Complete arithmetic. Bost., Heath, '11. c. 8+404 p. il. tabs., diagrs., 12°, 60 c. n.

Wells, Webster. Complete trigonometry. Rev. ed. Bost., Heath, '11. c. 6+163+9+23 p. diagrs., 12°, \$1.08.

Weyl, Wa. E. The new democracy; an essay on certain political and economic tendencies in the United States. N. Y., Macmillan, '12.

c. 8+370 p. D. \$2 n.

In this year's presidential campaign such forces enter as the "plutocracy" in politics, the growing solidarity of the labor vote, and the woman suffrage movement, and a social consciousness waking and groping for a new democracy. It is this political and social situation which is here discussed and a program of democracy outlined. Index.

Whetham, W: Cecil Dampier and Catherine Durning. Heredity and society. N. Y.,

Longmans, '12. 8+190 p. O. \$2 n.

Heredity has not yet been sufficiently considered in regard to society, environment having occupied the center of the stage. Authors point out that improved conditions of life will not by themselves secure certain and corresponding improvement in the inborn qualities of the race. Selection is also needed.

Wilde, Oscar Fingall O'Flahertie Wills. Poems in prose. 2d ed. N. Y., Dodd, Mead, 'II. 61 p. 16°, (Holiday booklets.) vellum, 25 c. n.

Wilkinson, G: Howard, D.D. Above the mists; excerpts from certain writings of George Howard Wilkinson, D.D. Milwaukee, Wis.,

- [Young Churchman.] 12+92 p. Ff. (Fleurde-lis booklets.) leath., 40 c. n.
 By late Bishop of St. Andrews, primus of the Scottish church.
- Willis, J: Calvin. Essentials of health for intermediate grades. N. Y., Am. Book Co. c. '09-'12. 302 p. il. D. 40 c.
- Williston, Teresa Peirce. Japanese fairy tales; il. by Sanchi O. Gawa. N. Y. and Chic., Rand, McNally, '11. c. 96 p. col. il. obl. 12°, 50 C.
- The church of the open Wilson, Warren H. country; a study of the church for the working farmer. N. Y., Missionary Educ. Movement of the U. S. and Canada, '11. c.
- Movement of the U. S. and Canada, 'II. c. 14+238 p. pls. por. D. 50 c.; pap., 35 c. Author insists upon the closely intertwined relations between economic, moral and religious life. With his studies of the moral decay of rural communities and their need of religious uplift, he discusses the economic status of those communities and considers the investigations and conclusions of the present-day authorities upon rural life in America and its betterment. He feels that the most insidious enemy of that betterment is the ingrained individualism of the American farmer, and is convinced that community organization and co-operation are the essentials of country life.
- Winchester, Caleb T: Five short courses of reading in English literature; with biographical and critical references. 3d rev. ed. Bost., Ginn, c. '91-'11. 5+150 p. D. 50 c.
- Wolff, C: Lee. The Greek romances in Elizabethan prose fiction. N. Y., Lemcke & B., 12. c. 9+529 p. (23 p. bibl.) D. (Columbia Univ. studies in comparative literature) \$2 n. Study is confined to Lyly, Sidney, Greene, Nash

- and Lodge. Distinct vein of influence from Greek romance in Elizabethan literature is shown. Helio-dorus and Longus especially having exerted a marked influence on sixteenth century writers, Index.
- Woodward, Sarah Day. Early New Haven. New Haven, Ct., Price, Lee & Adkins Co., '12, c. 119 p. 12°, 75 c.
- Woolley, Edn. Campbell. Exercises in English. Bost., Heath, '11. c. 28+147 p. 16°, 60 с. п.
- Wordsworth, W:, and Coleridge, S: Taylor. Lyrical ballads, 1798; ed., with introd., notes and appendix containing Wordsworth's preface of 1800, by Harold Littledale. N. Y., Oxford Univ., '11. 23+252 p. S. 90 c. Editor is professor of English language and litera-ture, University College, Cardiff, Wales.
- Wright, Mrs. Helen Saunders Smith. The New England cook book. N. Y., Duffield, '12.
- c. 31+327 p. D. \$1.50 n. Young, Clarence. Jack Ranger's treasure box; or, the outing of the schoolboy yachtsman. N. Y., Cupples & L., '11. c. il. 12°, \$1.
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- Yule, G: Udny. Introduction to the theory of statistics; with 53 figures and diagrams. Phil., Lippincott, '11. c. 13+376 p. tabs., fold. pls. 12°, \$3.50 n.
- Zerbe, Alvin Sylvester. The antiquity of Hebrew writing and literature; or, problems in Pentateuchal criticism. Cleveland, O., Central Pub. Ho., '11. c. 24+297 p. fold. chart, 8°, \$1.50.

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A summary statement of the value of the imports and exports of paper and of books and other printed matter of the United States for November, 1911, and for the eleven months ending the same, compared with the corresponding periods of 1910.

Imports and Exports of Printing Paper.

Quantities and Values of Paper of Domestic Manufacture Exported from the United States.

	November				11 months ending November			
	1910		1911		1910		1911	
0	Quanti- ties	Values	Quanti- ties	Values	Quanti ties	Values	Quanti- ties	Values
PRINTING PAPER — NEWS PRINTlbs	9,099,111	\$218,217	7,216,092	\$159,568	41,020,991	\$979,907	89,239,294	\$2,144.97
Exported to— United Kingdom Canada Mexico Cuba Argentina Chile Australia and Tasmania Other countries	2,055,177 751,493 100,521 568,010 2,262,693 770,282	45.597 16,478 2,967 14,979 51,277 19,475	833,640 686,801 41,430 643,054 1,822,792 634,042 1,790,881 763,452	17,701 14,291 977 15,066 47,164 15,968 31,973 16,428			15,215,363 5,922,406 1,198,436 5,260,118 25,282,240 6,451,351 24,185,414 5,723,966	364,26 135,26 34,48 122,67 613,90 154,22 580,88 139,27
All otherlbs.	1,823,721	79,581	1,898,323	102,474	53,283,179	1,813,829	24,147,421	1,165,20
Total printing paperlbs.	10,922,832	297.798	9,114,415	262,042	94,304,170	2,793,736	113,386,715	3,310,18

Quantities and Values of Paper Imparted from Other Countries.

	November				11 months ending November			
	1910		1911		1910		1911	
	Quanti- ties	Values	Quanti- ties	Values	Quanti- ties	Values	Quan ti	Values
PRINTING PAPER, FOR BOOKS AND NEWSPAPERS Valued at not above 21/4 cts.					61,409,478	\$1,232,149	•••••	
per poundlbs free dut. All otherlbsdut.	8,736,733 393,076			\$101,085 78,596 23,432	43,586,491 1,389,877	795,859 84,584	19,088,431 83,707,440 6,858,337	1,558,504
Totallbs.	9,129,809	184,753	11,048,428	203,113	106,385,846	2,112,592	109,654,208	2,429,623
Imported from— Germany Canada Other countries	34,006 8,456,938 638,865	156,799	32,855 10,565,705 449,868	2,382 177,691 23,040	1,243,101 100,004,418 5,138,327	65,051 1,830,306 217,235	1,732,438 100,553,642 7,368,128	1,876,87

Imports and Exports of Books and Other Printed Matter.

Books, etc., Imported from Other Countries.

	November		11 months ending November		
	1910	1911	1910	1911	
Dutiable	\$373,520	\$319,291 232,772	\$3,228,386 2,390,781	\$3,130,167 2,748,303	
	665,522	552,063	5,619,167	5,878,470	
From United Kingdom. France Germany. Other Europe. Other Countries.	\$351,587 68,331 139,084 63,169 43,351	\$299,374 42,734 118,150 62,867 28,938	\$3,246,732 410,323 1,093,954 539,432 328,726	\$3,247,537 390,136 1,289,423 642,570 306,804	

Books, etc., of Domestic Manufacture, Exported from the United States to its non-Contiguous Territories.

Co Alaska	\$6,000	\$6,639	\$153,105	\$161,334
	14,804	12,745	213,639	133,383
	21,490	22,307	160,573	192,715
	32,332	24,813	227,898	196,962
Totals	74,626	66,504	755,215	694,394

Books, etc., of Domestic Manufacture, Exported from the United States to Foreign Countries.

United Kingdom Canada Mexico Cuba Brazil British Oceania Other countries	\$157,698	\$113,634	\$1,327,494	\$1,304,594
	360,077	384,480	3,831,015	3,686,162
	63,660	26,069	322,326	302,648
	x1,860	24,209	224,109	230,266
	20,180	13,998	210,497	140,754
	30,697	22,722	266,511	328,695
	183,975	105,801	1,347,145	1,459,538
Totals	828,147	690,913	7,529,097	7,452,657

Values of Exports of Books and Other Printed Matter, of Foreign Manufacture.

	1	1		
Books and other printed matter. Books and other printed matter.	Free of Duty Dutiable	\$2,422 1,883	\$28,378 49,185	\$19,284 53,715

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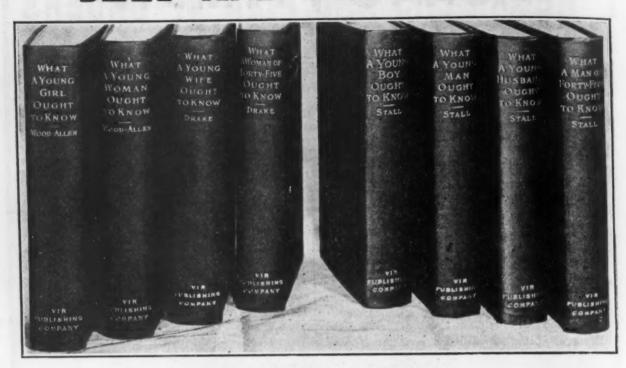
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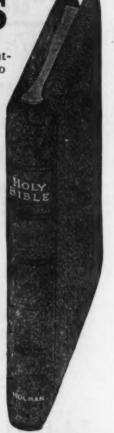
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